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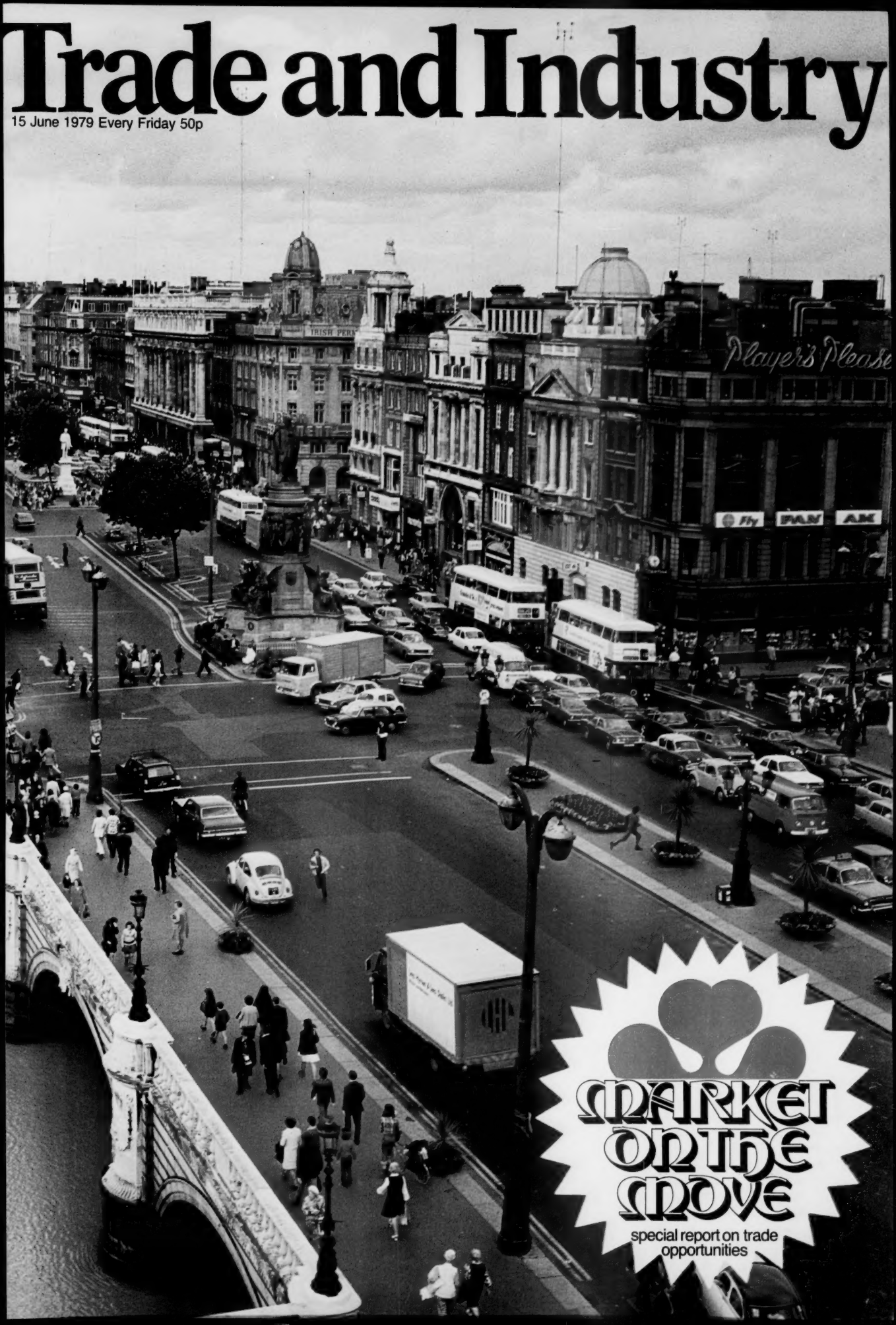

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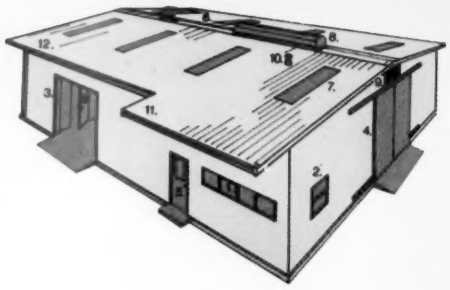

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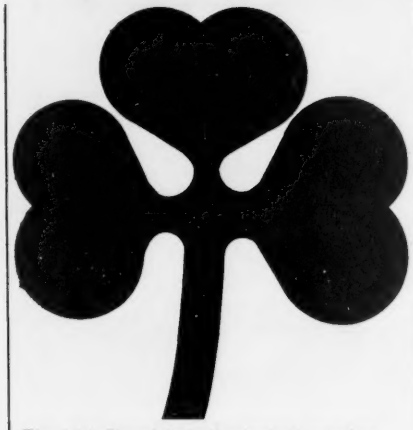
Trade and Industry

15 June 1979

Weekly news magazine of the Departments of Industry and Trade



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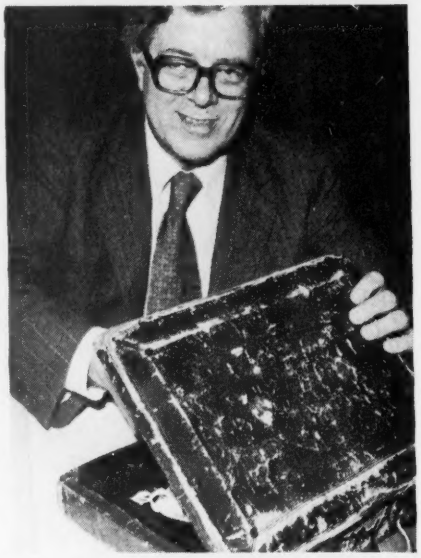
Trade and Industry this week

'Opportunity' budget shifts balance of taxation



A major shift from direct to indirect taxation and reductions in public spending form the centre-piece of what Chancellor of the Exchequer Sir Geoffrey Howe described as his 'opportunity budget'. Details of his statement on 12 June and a summary of his detailed proposals are given below.

Prefacing his first budget speech as Chancellor of the Exchequer with the statement that it was 'time for a new beginning', Sir Geoffrey Howe reminded the house of the need to 'check, and then reverse, the long decline' Britain has been undergoing.

Many facts told the story, he said. Last year, consumer spending rose in percentage terms by seven times as much as manufacturing output and Britain actually manufactured 4 per cent less goods than in 1973. But the volume of manufactured imports went up by 13½ per cent, and though demand was rising strongly, and unemployment remained high, the economy was almost unable to increase supply. The current account of the balance of payments was barely in surplus last year, he said, despite a massive contribution of £3½ billion from North Sea oil and gas. And inflation was back on a rising trend. In the six months to April – excluding seasonal foods – it was running at no less than 12.3 per cent at an annual rate.

On that form, Sir Geoffrey said, there was little reason to expect any improvement in the future. With productivity rising less than half as fast as in the early 1970s, and no sign of any change for the better, last year's growth in demand could never have been sustained. For, as the recent trade figures made clear, it was largely met from imports. And this was the main reason why the recent fall in unemployment was, in any event, likely to be reversed.

International context

As a country that had always been deeply involved in the international economy, Britain paid a great deal of attention to external events, he went on. But he stressed it would be very dangerous if preoccupation with this or that 'world crisis' – 'the oil crisis', 'the dollar crisis', or whatever – led Britain to believe that its economic troubles could be blamed mainly on the outside world.

Sir Geoffrey emphasised, that progress internationally, whether on energy policy or within the European community, would not cure the deep-seated weaknesses of Britain's domestic economy. Nor would North Sea oil.

'Growing production will certainly put us in a better position than other countries, without oil of their own. But it must not be allowed to conceal the grim truth about what has been happening to the balance of our own trade, particularly in manufactured goods. North Sea oil will itself do nothing to solve the problems on the supply side of our economy. Nor will it check inflation. Indeed, in some respects it may actually make matters worse, unless we correct some other aspects of policy, which are at present working in the wrong direction'.

Reviewing the causes of decline, Sir Geoffrey stressed that the poor performance of the British economy in recent years had not been due to a shortage of demand. 'We are suffering from a growing series of failures on the supply side of the economy.'

Four-pronged strategy

The chancellor explained that the government's strategy to check Britain's long-term economic decline, which had gathered pace in the last five years, was based on four principles: the need to strengthen incentives, by allowing people to keep more of what they earned, so that hard work, talent and ability were properly rewarded; the need to enlarge freedom of choice for the individual by reducing the role of the state; the need to reduce the burden of financing the public sector, so as to leave room for commerce and industry to prosper; and the need to ensure, so far as possible, that those who took part in collective bargaining understood the consequences of their actions.

Although simple, these principles required substantial changes in the way in which the economy was allowed to work, the chancellor pointed out. And he stressed that this budget's tax changes were only the first step, but they would take Britain a long way in the right direction.

Squeeze inflation out of system

But these policies would not themselves be enough unless 'we also squeeze inflation out of the system', the chancellor explained. It was crucially important to re-establish sound money, he said, and he intended to achieve this through firm monetary discipline and fiscal policies consistent with it, including strict control over public expenditure.

But financial responsibility on the part of government had to be supported by responsibility elsewhere. People had to understand and accept that the only basis for real increases in wages and salaries was an increase in national production. 'Higher pay without higher productivity can only lead to higher inflation and unemployment.'

Sir Geoffrey stressed how important it was for all those involved in wage negotiations to fully understand this and he would be more than willing to 'consider better methods of ensuring that they did'.

Monetary policy

Emphasising the government's commitment to the progressive reduction of the rate of growth of the money supply, Sir Geoffrey pointed out that although monetary growth in 1978-79 as a whole was just within the target range of 8-12 per cent, it was growing in the second half of the year at an annual rate of almost 13 per cent. The May figures, now becoming available, indicated that the underlying growth was still above the top of the range and, if anything, accelerating. One cause of this had been the alarming rate of central government borrowing – £2½ billion in April and May alone.

Despite this discouraging backcloth and as the first step in this process, he intended to reduce the target range for the remainder of this year, 1979-80. The new target range, to apply to the growth of sterling M3 in the 10 months to the banking make-up day in April 1980, would be an annual rate of 7 to 11 per cent, and he would roll the target forward by six months in the autumn.

Equally important, was improving the way in which the monetary target was achieved, he continued. 'We need to rely less on curbing the private sector, and put more emphasis on fiscal restraint and economy by the public sector. This requires, as a first step, a significant reduction in the public sector borrowing requirement (PSBR) from the figure of around £10 billion that it would otherwise have reached this year.

He recognised, however, that there were limits to what could be done in this budget, with two and half months of the financial year already passed, to curtail the scale of public spending in the current year. Although this was a severe handicap, he intended to reduce the public sector's financial needs enough to make it possible to achieve his monetary target with less restraint on the private sector.

Sir Geoffrey, however, pointed out that the fiscal measures he was announcing would inevitably take time to take effect. They could not immediately reduce Britain's seriously excessive monetary growth. Particularly given the continuing surge in bank lending, he had concluded that there was no option but to act directly to reduce that growth.

In accordance with his measures, the Bank of England was rolling forward the supplementary deposit scheme, or 'corset', by three months on the existing basis. In addition, the minimum lending rate would be increased by 2 per cent to 14 per cent.

On the best estimate he had, the chancellor explained that the changes in taxation and public expenditure he was announcing would be sufficient to reduce PSBR to £8¼ billion in the current year, as compared with the outturn of £9¼ billion for 1978-79.

Summary of main points in 12 June budget

Personal taxes

Income tax – all changes backdated to 6 April.
Personal allowances all raised by over 18 per cent from 1978/79.

People under 65
Married (and single parent): up £280 (from 1978/79) to £1,815.
Single (and wife with job): up £180 to £1,165.

People over 65 (age allowance)
Married: up £380 to £2,455 – single: up £240 to £1,540.
Income ceiling (to qualify for age allowance): up £1,000 to £5,000 (25 per cent).
Increases in allowances are double those fixed, but not yet implemented, by the caretaker Finance Act in April. Age allowance ceiling raised £1,000 instead of £400.
New tax thresholds (per week):
Up from £29.52 to £34.90 (married) – up from £18.94 to £22.40 (single).
Number taken out of tax altogether: 1.3 million.
About ½ million more people will benefit from full age allowance.
Cost: £1¾ billion (£2 billion).

Basic rate
3p off. Down from 33p in £ to 30p.
Cost: £1½ billion (£1½ billion).

Higher rates
Threshold for 40 per cent rate up from £8,000 to £10,000 (taxable income). Top rate down from 83 per cent to 60 per cent, payable at taxable income of £25,000. Bands widened. Cost £460 million: (£860 million).

Investment income surcharge
None to be payable below single new threshold: £5,000 investment income. Single rate above that: 15 per cent. (Replaces present two rates: 10 per cent and 15 per cent and four thresholds: £1,700 (10 per cent) and £2;250 (15 per cent) for under-65s and £2,500 and £3,000 for over-65s.)
The single threshold of £2,000 in 1973/74 would now be worth £4,650 in real terms. New threshold more than indexed.
Number relieved of surcharge altogether: about 550,000, including 250,000 people over 65, out of 850,000.
Lower rate of 10 per cent and special thresholds for over-65s introduced when main threshold cut to £1,000 by previous government in 1974.
Cost: £22 million (£200 million).

War widows
War widows' pensions to be exempt from income tax altogether. At present half is taxable.
Cost: £4 million (£6 million).

Tax relief on loans
Transitional relief on loans taken out before 26 March 1974 (eg on second homes) to be extended up to 5 April 1982 (instead of 1980). This gives government time to consider rules on interest tax relief, particularly for investment in small companies.
Total income tax cut in revenue: £3½ billion (£4½ billion)

Taxes on capital
Capital gains tax: no change.
Capital transfer tax: no change, except: 2 year extension of transitional relief on distributions from discretionary trust.
Government reviewing capital taxation.

Business taxes

Petroleum revenue tax (PRT)
PRT rate up from 45 per cent to 60 per cent from January-June tax period, plus other changes as proposed by previous government. Two new changes in PRT expenditure rules.
BNOC no longer to be exempt from PRT. Increase in tax regime justified by recent oil price increase to ensure fair public share. Extra tax yield: £110 million this year. Extra yield to 1985: About £1.8 billion (altogether).
Corporation tax – no change in rates (Main rate 52 per cent – small company rate 42 per cent.)
Small companies' profits limit (for 42 per cent rate) raised from £50,000 to £60,000. Upper limit (where 52 per cent applies) up from £85,000 to £100,000.
Cost: £6 million (£11 million).
Stock relief
Relief outstanding for 1973/74 and 1974/75 to be written off. Relief for later years to be written off after six years.
Other help, particularly for small firms.
Cost: Nil (£55 million).
Advance Corporation Tax
Rate down from 33/67 to 30/70, in line with basic rate of income tax. No full year cost, as mainstream corporation tax increased accordingly.
First year cost: £190 million.
Sub-contractors (building industry)
Deduction rate cut to 30 per cent in line with basic rate, from 6 November.
Business car leasing
Tax loophole closed. From 12 June, leased cars to qualify for 25 per cent capital allowance per year, like other business cars. (At present, in practice, 100 per cent in first year.)
Limit for higher-priced cars raised to £2,000 (£1,250) for cars costing over £8,000 (£5,000).
Saving of tax loss: £200 million (full year).
Development land tax
New single rate of 60 per cent on disposals over £50,000 per year. (At present £10,000 exempt, next £150,000 66⅔, over that 80 per cent.)
Cost: £2 million (£10 million).

Social security

Retirement pensions: Up in November.
Married: Up £6.10 to £37.30 – single: up £3.80 to £23.30.
Increases (almost 20 per cent) take full account of expected price rises after VAT increase, plus last year's undershoot.
Christmas bonus: £10 per pensioner. Pensions to be price protected in future.

Child benefit: No change, but for working lone parents, child benefit premium up from £2 to £2.50 in November.

Mobility allowance (for severely disabled). Up from £10 to £12 in autumn.

Unemployment and other benefits
Increases to be announced.

Spending taxes

Value added tax (VAT)
New single rate of 15 per cent from Monday, 18 June.
Impact on retail prices index:
Extra revenue: £2 billion (£4¼ billion)
Effective rate (across whole of consumers' spending) still only 8 per cent (because of width of zero-rating and exemptions).
Duty on oil
Petrol duty up 7p a gallon to about 37p from 6.00 pm, 12 June.
With VAT change from 18 June, private motorists will pay about 10p more a gallon. Business users can claim back VAT.
Extra duty yield: £265 million (£345 million). Including VAT, petrol tax up £280 million (£375 million). Impact on RPI: ¼ per cent.
Before increase, duty in real terms down 40 per cent since 1976.
Derv (diesel road fuel) duty: up 7p a gallon to nearly 42p (from 6 pm 12 June). Business users can deduct VAT.
Adds about 1 per cent road transport costs.
Extra duty yield: £80 million (£100 million).
No extra cost to bus operators. Grants to them increased in line with duty.
Heavy oil (for industry)
Up ½p a gallon to 3p. Extra duty yield: £40 million (£50 million).
Kerosene (paraffin and most central heating oil).
No change (1p duty a gallon) (Zero-rated for VAT).
Total extra yield from oil duties (inc. VAT): £400 million (£525 million).
Drink and tobacco
VAT increase will add 6p to 20 cigarettes; about 2p to pint of beer (in pubs); about 10p to bottle of table wine; about 28p to bottle of whisky. No further changes except technical change in cigarette duty.
Car tax no change – 10 per cent.
Vehicle excise duty (VED) No change – £50 on private car.
Government reviewing proposed switch from VED to petrol duty, and structure of lorry VED.
Total indirect tax increase: (£2½ billion (£4¾ billion).

Monetary measures

Progressive reduction of target range for growth of money supply. Present range of 8-12 per cent growth of Sterling M3 for year to mid-October 1979 to be lowered to: 7-11 per cent annual rate for period mid-June 1979 to mid-April 1980.
Minimum lending rate increased by 2 per cent to 14 per cent.
Corset (Supplementary Special Deposits Scheme). Squeeze to be continued for further 3 months to mid-December.
Dividend control ends from 1 August. Present law limiting most annual dividend increases to 10 per cent expires 31 July. Will not be renewed.
Exchange control. Companies – £5 million a year can be invested abroad in each new project, without paying dollar premium.
All overseas earnings can be reinvested abroad.
Merchants again able to finance 3rd-country trade in sterling.
£1,000 a trip for foreign travel instead of £500. Easier terms for buying foreign shares.

Sale of public assets

Sales to private sector in 1979/80 – £1 billion.
Will help cut PSBR, widen participation in ownership of industry. Biggest contribution this year: sale of BP shares.
Total savings from spending cuts and asset sales £3¼ billion (1979 Survey prices) £4 billion (current prices).

Exchange controls

Since sterling was at present relatively strong, and was expected to remain so because of North Sea oil, this was an appropriate time to start dismantling Britain's apparatus of controls on outward capital flows, Sir Geoffrey said. The present regime was more restrictive than that of any other major industrialised country and he felt there was an overwhelming case, in this context as in others, for giving both companies and individuals wider freedom of choice. 'This should reduce the distortions and costs which controls are bound to impose on economic decisions. These costs bear particularly heavily on smaller companies.'

Intending to move one step at a time, in this initial stage, the emphasis would be on direct investment overseas, he explained.

By making official exchange, to the extent of £5 million per project per year, freely available for new outward direct investment, this should allow the majority of UK firms which invested overseas all the sterling finance they were likely to want. The two-thirds rule, which restricted the re-investment of profits earned overseas, would be abolished, the Chancellor added. This greater freedom in the financing of direct investment abroad did not, as was sometimes feared, threaten jobs in the United Kingdom, he stressed.

As soon as details could be worked out, he intended to restore the use of sterling to finance third country trade. And he had also decided that there should be some immediate easement of the controls affecting individuals. In the field of portfolio investment, he announced two modest steps: abolishing the requirement to maintain 115 per cent cover for overseas portfolios financed by foreign currency borrowing; and making official exchange available for meeting interest payments on such borrowing.

He also intended to take further steps in the progressive dismantling of exchange control, with the pace of relaxation being influenced by sterling's strength as well as by the speed with which Britain could solve its economic problems.

Turning to external policy, in particular to Britain's official external debts, which at present amount to $22 billion, Sir Geoffrey indicated his intention of reducing this burden of external debt substantially during the life of this parliament.

Public spending cuts

Reduction in the borrowing requirement and the burden of direct taxation called for savings in public spending and rolling back the boundaries of the public sector, Sir Geoffrey explained.

He stressed that he would not raise the cash limits to cover prices higher than those provided for in the cash limits originally published for this year. On pay in the public services, while the government would honour the commitments to the universities and the health authorities already entered upon, in general it would limit the adjustment of the cash limits so that substantial offsetting economies would have to be found.

The need for substantial economies applied equally to local authority expenditure, where the government's contribution was made through the rate support grant. The reduction,

he said, would be £300 million for England and Wales and £35 million for Scotland, out of total rate support grant expenditure of about £9 billion. These figures might have to be increased when he knew the cost of further pay increases.

An immediate start was being made in reducing expenditure on industrial and employment subsidies. The Secretary of State for Industry would be cutting expenditure on industrial support this year by £210 million. This would come mainly out of the provision for new projects by the Department of Industry and by imposition of a delay of four months in payments of approved claims for regional development grant, Sir Geoffrey explained. Support from the employment programmes was to be concentrated on the areas where unemployment was highest. Savings of over £170 million would be made in these programmes this year.

Savings of over £320 million would also be made this year in the finance for British National Oil Corporation and the electricity, gas and coal industries. The industries had been asked to avoid so far as possible increases in fuel charges beyond those required to meet the cash limits announced by the previous government, the chancellor said.

The scope for sales of assets was substantial, the chancellor pointed out. Sales of state-owned assets to the private sector served the immediate purpose of helping to reduce the excessive public sector borrowing requirement which was all the more necessary this year, given the difficulty of cutting back public sector spending programmes once a year had already begun.

Such sales were also an essential part of the government's long-term programme for promoting the widest possible participation by the people in the ownership of British industry.

'This objective – wider public ownership in the true meaning of the term – has implications not merely for the scale of our programme, but also for the methods of sale we shall adopt.'

The proceeds of sales in the current financial year would amount to some £1 billion – the biggest contribution coming from the sale of a further part of the government's shareholding in British Petroleum.

Indirect taxation

Turning to what he described as 'tax changes of strategic importance', Sir Geoffrey said that he proposed that, as from 18 June, VAT should be charged at a new unified rate of 15 per cent.

Allowing for the wide range of goods and services which were zero rated – and which would stay zero rated – the new rate was equivalent to 8 per cent averaged over the whole of consumer expenditure, and significantly less than the average in the EEC.

Sir Geoffrey said he fully realised that this increase in VAT would result in a rise in prices of about 3½ per cent in the retail price index.

'This is, of course, a once-for-all effect. But there never will be a time when it is easy to effect the switch from direct to indirect taxes and the present moment is no exception. This much-needed reform has been postponed too long already.

Because VAT did not fall on a wide range of necessities, this meant that the increase would fall less heavily on people in the lower income groups, Sir Geoffrey added.

At a time when there was a worldwide shortage of crude oil it was essential that Britain should play its full part in achieving a 5 per cent reduction in consumption.

He therefore proposed to increase all the main oil duties this year. In the particular case of petrol, the VAT increase from 12½ per cent to 15 per cent would be smaller than for many other items.

Provisions to implement the original package of petroleum revenue tax (PRT) proposals for giving the government more revenue from the North Sea would be included in the Finance Bill Sir Geoffrey said. He also proposed to introduce some changes in PRT expenditure rules for which the industry had been pressing for some time.

These proposals would increase the government's revenue from the North Sea (at 1978 prices) by about £110 million this year, and by about £1,000 million over the period to 1985.

Business taxation

The chancellor promised 'a thorough study, with a view to legislation at an early date' on Capital Gains Tax which, in its present form, he described as 'a capricious and sometimes savage levy on the capital itself', and on Capital Transfer Tax.

Turning to the taxation of profits, he stressed that a vigorous, profitable and expanding company sector was essential if we were to rebuild this country's prosperity. Profitability had dropped sharply in recent years and the rate of return on capital employed was now far too low. This was especially true of manufacturing industry.

'Without higher profits we shall not see the new investment and jobs which are so urgently needed. Achieving those profits is very largely the task of management and work people. The government can help or hinder them, and this is no time to add to the difficulties that they face by raising taxes on profits still further.

'Looking further ahead, however, it is important that the tax system should take account of the effects of inflation on businesses, and do so in a way that is reasonably objective, equitable and simple to administer. The government will therefore be reviewing this matter along with the accountancy profession's latest proposals for current cost accounting. I am arranging for the Inland Revenue to consult the accountancy profession and business later in the year.'

The keystone of government policy was a reduction in income tax at all levels, the chancellor stressed. Although he couldn't do as much this year as he should have liked, this was only a first instalment. There should be no doubt in anyone's mind that this budget marked a turning point.

'These reductions in the burden of income tax, which are as substantial as they are unprecedented, mean that wage and salary earners will have more money in their pockets to buy the goods and services they help to produce. True the prices of a good many of these goods and services will be increased by my tax proposals. But we have done everything we can to ensure that every family in the land will have more money coming in to pay the increased bills. And what is more, the choice of the way they spend their income will rest increasingly with people, and not with government,' the chancellor concluded.

Oil demand must be cut by 5pc – Howell

Supplies of oil to UK consumers are on average about 5 per cent below the increased levels on which people were counting, energy secretary David Howell told the House of Commons on Monday.

Following disruption of oil supplies from Iran from the early part of the year, a tight world oil situation had developed, Mr Howell said. Supplies on present estimates were likely to be well short of expected demand worldwide. The position in Iran could easily worsen again and the prospect from the other suppliers was at best fragile.

The energy secretary reported that supplies were coming into the UK market at about the same rate as this time last year. But demand was well up after the cold winter. It was obviously vital now to rebuild stocks for the autumn.

Mr Howell said the government had taken steps to achieve an overall cut in demand of 5 per cent in line with the EEC and the UK's international obligations. This reduction, which had to be consistent with the maintenance of essential services, had to be made so that the limited allocations would bite more evenly than if some consumers carried on as normal and left others seriously short.

Mr Howell said he was not satisifed with the arrangements he had found for supplies of oil into the UK market, particularly when the UK was a major oil producer. He said he was considering taking royalties in kind which might help UK refineries and suppliers meet their customers' needs.

Mr Howell said that as far as rationing was concerned he believed that at present levels of shortfall this would lead at once to far more rigidity and unfairness, quite apart from the cost to the taxpayer and the economy of the necessary paraphernalia.

'If the world situation deteriorated sharply again the government might be forced to pay that price,' he said. 'But in the present conditions the sensible way forward is through steps to improve supplies in the UK market, combined with economical use by everyone and strong conservation measures.'

DC-10: UK experts fly to US

The Civil Aviation Authority has sent two airworthiness experts to the United States to examine the evidence which led to the Federal Aviation Authority's withdrawal of the DC-10's type certificate.

Cecil Parkinson, Minister of State for Trade, told parliament on Monday that a vigorous technical evaluation of the DC-10 problem was being carried out in the US and in the UK. CAA was doing all it could and had been in constant touch with the FAA. It had sent the two airworthiness experts to learn at first hand whether the evidence available to the FAA indicated a need for continued grounding of the aircraft on the UK register.

Mr Parkinson said that the safety of passen-

gers must remain the first consideration of CAA who must be convinced 'that the DC-10's on the British register are fit for flight before they are reintroduced into passenger service.'

CAA announced on 6 June that it had decided to suspend for the time being the UK certificates of airworthiness for these aircraft on the British register.

The authority explained that because UK certificates of airworthiness for foreign constructed aircraft relied substantially upon the detailed investigations leading to the issue of a type certificate, it had no option but to suspend for the time being the UK certificates of airworthiness for DC-10 aircraft.

CAA pointed out that the inspections carried out on UK registered DC-10s had not revealed any defects of a hazardous nature, and said it was making urgent enquiries of the FAA to discover the full reasons for their exceptional action.

EUROPE

Europe chooses first elected parliament

Britain will be represented by 60 Conservative European members of parliament (MEPs), 17 Labour MEPs, and one Scottish Nationalist MEP when the European parliament meets next in Strasbourg on 17 July. Northern Ireland will be represented by one Official Unionist MEP, one Democratic Unionist MEP and one Social Democratic and Labour MEP.

Polling in the first direct elections to the parliament took place from 7 to 10 June, with the results coming in throughout the community on Monday and Tuesday.

The largest political group in the new parliament will be the socialists with 109 members. The christian democrats will have 107 members, the liberal democrats 40 members, the European conservatives 63 members, the European progressive democrats 22 members, and the communist and allies 46 members. There will also be 23 non-attached members.

EEC loan for cable factory

A British firm, Ward and Goldstone Ltd, is to receive a £1.6 million loan from the European Investment Bank to set up a communications cable factory at Skelmersdale, Lancashire, it was announced on Tuesday. The factory will create 120 jobs in an area where unemployment has been running at 11 per cent.

The company, which exports 15 per cent of its £60 million group sales, has 18 plants throughout Lancashire and the Irish Republic manufacturing a wide range of electrical and plastic products.

The loan – for seven years at 9 per cent interest – will cover about a third of the costs of setting up the Skelmersdale plant. It will enable the company to increase its present communications cable manufacturing capacity.

OVERSEAS

Protectionism not answer to economic problems – Parkinson reports on Unctad

There was unanimous agreement at the fifth United Nations conference on trade and development (Unctad V) that the world's economic problems cannot be solved by concealed or open protectionism, said Minister for Trade, Cecil Parkinson, on Monday.

Replying to a written parliamentary question Mr Parkinson also said the conference, which was held in Manila from 3 May to 3 June, agreed that further discussions should be set in hand on two matters of importance to the developing countries: in the Gatt, on import restrictions affecting their exports, and in Unctad, on the continuing adjustment of global patterns of industrial production to changes in patterns of trade.

he pointed out, however, that it was not a dramatic conference. Even where no agreement was possible, he said, it was clear that both developing and developed countries wished to avoid a breakdown in the dialogue between them. 'I hope that discussion in Manila will have helped to encourage a more practical and realistic approach to the points in dispute. And in other areas – notably on international trade, which was one of the central issues at the conference – useful progress was achieved towards greater understanding and co-operation.'

Mr Parkinson said the conference adopted resolutions by consensus on a number of matters including protectionism, the integrated programme for commodities, resource transfers including aid volume, the UN liner code, the transfer of technology and economic co-operation between developing countries. Some other resolutions were adopted by majority vote, he explained. The subjects included civil aviation, a study of a proposed new complementary financial facility to stabilise commodity producers' export earnings, international monetary reform and bulk shipping.

A number of questions on which no agreement was reached were remitted for further consideration by Unctad's trade and development board or other committees.

In common with most other developed countries, Mr Parkinson said Britain voted against the resolutions which were adopted by majority vote and, also in common with some other countries, made statements of reservation on some of the resolutions adopted by consensus. These included an explanation, in relation to the resolution on resource transfer, that Britain could not enter into commitments about future levels of aid in anticipation of the outcome of its review of public expenditure programmes.

Finally, Mr Parkinson said, a large number of countries, including the UK, indicated their willingness to make a financial contribution to the second window of the common fund.

Kenya president meets businessmen

President Daniel Arap Moi of Kenya's visit from 13 to 15 June involved discussions with the government, including trade secretary John Nott.

The president met representatives of British companies trading in Kenya, when Mr Nott led a delegation to meet him at Buckingham Palace.

Businessmen also met the president and his party, which included the Attorney-General, Charles Njonjo, the Minister for Foreign Affairs, Dr M. Waiyaki, and the Assistant Minister for Commerce and Industry, Mr Amoyo, at a number of other functions, including a state banquet, a luncheon hosted by the Prime Minister, and a banquet given by the Lord Mayor of London.

Romania to build One-Elevens

British Aerospace and the National Centre of the Romanian Aircraft Industry have signed the complete suite of contracts for the manufacture under licence of the One-Eleven twin jet airliner in Romania, in parallel with production in the United Kingdom.

The announcement was made at the Paris air show, visited this week by Michael Marshall, Parliamentary Under-Secretary of State at the Department of Industry. Initially three complete aircraft will be delivered from British Aerospace's Hurn (Bournemouth) factory. The transfer of industrial technology will take place in seven stages, providing the manufacture of the first 22 aircraft by 1985, after which production of complete aircraft will continue both to cover domestic requirements and for export.

Contracts were announced at the Paris air show for the third batch of Tornado combat aircraft by Namma, the Anglo-German-Italian government agency in charge of the programme, and Panavia, the tri-national company which manufactures the aircraft.

This batch consisting of 164 aircraft, brings to 314 the number of production Tornadoes firmly contracted.

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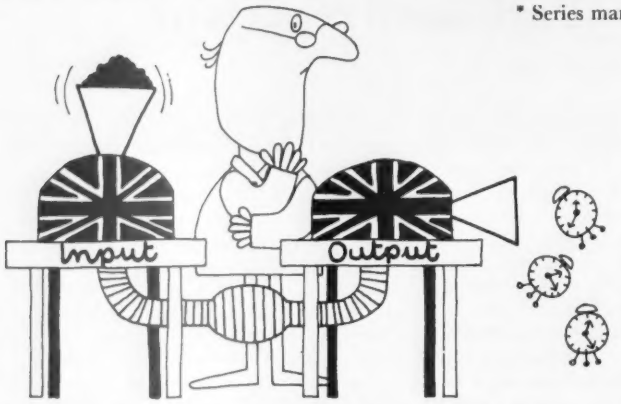
* Series marked with an asterisk are not seasonally adjusted.



Output

Gross domestic product. The preliminary estimate of gdp, based on output data, for Q1 1979 is 107.3 (at constant prices, with 1975 = 100, and seasonally adjusted). This is around 1 per cent lower than in Q4 1978, largely as a result of adverse weather conditions and industrial disputes, especially in the road haulage industry. These factors particularly affected the output of the construction, manufacturing and transport industries and the distributive trades.

Index of industrial production. Provisional estimates suggest that industrial output continued to recover in March to 111.5 from the depressed level caused by adverse weather conditions and transport disputes in January when the figure was 102.6. The extent of the recovery is difficult to judge because estimates for the first quarter of 1979 are less reliable than usual. (Figures for April are to be published 15 June.)

Consumers' expenditure

Consumers' expenditure, on the second preliminary estimate, rose by about 1 per cent in 1979 Q1 despite a 1½ per cent fall in retail sales. The rise was mainly due to a substantial increase in expenditure on fuel and light and an increase in expenditure on motor vehicles both of which are not covered by the retail sales index. In the latest two quarters, expenditure rose by 1 per cent though it was 4½ per cent higher than a year earlier.

Retail sales. The provisional index for the volume of retail sales in May was 113½ (1971 = 100). Although this suggests a fall-back from April when sales appear to have increased to make up for trade lost in the first quarter of 1979, the estimate is still significantly above the high level in the fourth quarter 1978. Taking the first five months of the year as a whole, the average volume of sales was about the same as in the fourth quarter 1978.

Prices and costs

Wholesale price index* (provisional) for materials and fuel purchased by manufacturing industry rose by 1½ per cent in May. The most significant contribution was made by higher prices for crude oil, partly the result of a slight depreciation in sterling's value against the dollar. In the latest three months the index increased by 4¾ per cent and was 9 per cent higher than a year earlier. The index for materials, excluding crude oil, purchased by the non-food, drink and tobacco manufacturing industries rose by 5.7 per cent in the three months to May.

Retail prices index* with the seasonal increases in domestic rates, rents and water rates, rose by 1¾ per cent in April. The year-on-year increase in the index continued to edge up from 9.8 per cent last month to 10.1 per cent in April. (Figures for May due to be published 15 June.)

Terms of trade. During 1978, export prices rose much faster than those of imports and the terms of trade index rose by almost 4½ per cent between the fourth quarters of 1977 and 1978.

UK competitiveness, measured by normalised unit labour costs, was worse in the first three quarters of 1978 than in the previous year. Much of the improvement experienced during 1976 when sterling was falling has now been eroded.

Investment

Manufacturing industry's volume of fixed investment fell by 4 per cent in 1979 Q1. First quarter figures have dipped for the last few years, interrupting the otherwise steady rise from the trough at the beginning of 1976. In the latest two quarters taken together, the volume was virtually unchanged.

Distributive and service industries' volume of fixed investment (excluding shipping) rose by about 3 per cent in 1979 Q1.

The DoI investment intentions survey carried out in April/May confirms the results of the previous surveys which indicated a further increase in 1979 in the volume of investment by both manufacturing industry and the distributive and service industries (excluding shipping). It also supports the previous expectation that the upward trend in investment will continue in 1980 for the distributive and service industries but probably not for manufacturing. The volume of investment by manufacturing, which rose by 7 per cent in 1977 and 8 per cent in 1978, is expected to increase by 2 to 5 per cent in 1979 (against 4 to 8 per cent

Harrier carrier on sea trials

HMS *Invincible*, the first of the Royal Navy's new class of anti-submarine cruisers, undergoing sea trials off the west coast of Scotland. Four Rolls-Royce Olympus engines (the marine version of the units that power Concorde) propel the 20 000 ton vessel. The class has been designed to operate the new Sea Harrier using the 'ski jump' technique.

expected by the December survey), with possibly a slight fall in 1980. Investment by the distributive and service industries (excluding shipping) is expected to rise in 1979 for the fourth consecutive year. The latest information indicates that the outcome is likely to be in the range 5 to 7 per cent, with a further increase of similar magnitude in 1980.

Incomes

Real personal disposable income (RPDI) rose by 1¼ per cent in 1978 Q4 giving a large increase of 6½ per cent in 1978 as a whole. The rise in 1978 followed falls in the previous three years.

Average gross earnings.* Average gross earnings (new series) fell back a little in March but when the distorting effects of back-pay are removed there was a further rise from 13½ per cent in February to 14¼ per cent in March. The latest figures still suggest that earnings have been increasing in this pay round at much the same rate as last year.

Labour

Unemployment (UK excluding school leavers) fell by 21 000 during May to 1 304 000 (5.4 per cent of all employees). There has been a fall of 13 000 in the level since December thus continuing, albeit at a more gentle pace, the fall that began early in 1978.

Unfilled vacancies (mainly for adults) notified to employment offices rose by 12 000 to 257 300 in May, and in the latest three months were 23 per cent higher than a year earlier.

Companies

Gross trading profits of industrial and commercial companies, excluding those engaged in North Sea oil and gas activities and net of stock appreciation, rose by 14 per cent in 1978, much less than in 1977.

Liquidity of the (large) industrial and commercial companies replying to the DoI's company liquidity survey fell appreciably in the first quarter 1979, bringing their net current assets and liquidity ratio to the lowest levels since mid-1977. Liquidity has now fallen for three consecutive quarters, after rising strongly from the third quarter 1977 to the second quarter 1978.

Net borrowing requirement of industrial and commercial companies' was much the same in 1978 as in 1977.

Balance of payments

Current account of the balance of payments in the four months to April was in substantial deficit by £1,004 million. Figures have been considerably distorted by the effects of the road haulage dispute and the industrial action at Customs and Excise. There was a deficit of £1,508 million on visible trade in the four months January to April (£377 million per month) compared with a deficit of £406 million (£68 million per month) in the second half of 1978. The projected surplus on invisibles in the first four months of this year of £504 million contains a lower figure for April reflecting higher net contributions to the EEC in the second quarter. Despite a large current account deficit in the first quarter 1979, the inflows on the capital account, reflecting confidence in sterling, led to a surplus of £685 million on current and capital accounts combined.

UK official reserves* (revalued in March at market related rates) rose by $65 million in May. Had it not been for a net repayment of $238 million by the public sector under the exchange cover scheme there would have been an increase in the reserves of $303 million. At the end of May the reserves stood at $21,532 million.

Volume of trade. In the first four months of the year the volume of exports on average was 8% below the level of the second half of 1978. Part of the fall was attributable to the industrial disputes affecting the figures and the rest is accounted for by the loss of export markets in Iran and Nigeria. On the same comparison imports increased by 3%. About half the increase was attributable to road vehicles with the rest spread amongst commodity groups other than oil.

DoT's survey of short-term export prospects, based on replies received from 54 large exporting companies, suggests that the volume of UK exports will increase by 3 to 4 per cent in the first half of 1979 following a similar rise in the second half of 1978. Growth may continue at a similar rate in the third quarter. Respondents are expecting a somewhat faster rate of growth in their export prices during 1979 compared with last year. (The survey was conducted largely during January and February but it is likely that the effects of the industrial disputes are not fully reflected in the forecasts.)

Exchange rate

Effective sterling exchange* rate was unchanged in May at the average level of 66.9, the highest for three years. At the close on Thursday 7 June the index was 67.3 (December 1971 = 100).

Exchange rates

The bank note rates of exchange in London on 8 June are given below. Supplied by Thomas Cook Bankers Ltd, the rates are intended as a guide only and are subject to fluctuation. OECD countries are shown in bold.

		You buy at	You sell at
Afghanistan	Afghani	120	160
Andorra	(See France/ Spain)	—	—
Antigua	E. Caribbean dollar	5.40	5.60
Argentina	Peso	2 500	3 000
Australia	**Dollar**	**1.8575**	**1.9175**
Austria	**Schilling**	**28.70**	**30.70**
Bahamas	Dollar	2.08	2.23
Bahrain	Dinar	0.805	0.84
Barbados	Dollar	4.28	3.95
Belgium	**Franc**	**65.00**	**68.50**
Belize	Dollar	4.20	4.77
Benin	CFA	458	478
Bermuda	Dollar	2.02	2.16
Bolivia	Peso	42	56
Botswana	Pula	1.97	2.27
Brazil	Cruzeiro	60	75
Brunei	Dollar	4.64	4.84
Cameroon	CFA	458	478
Canada	**Dollar**	**2.4025**	**2.4725**
Chile	Peso	70	85
China	Ranimbi Yuan	Refer	Refer
Colombia	Peso	76	96
Costa Rica	Colon	18	23
Cyprus	Pound	0.715	0.755
Denmark	**Krone**	**11.27**	**11.77**
Dominica	E. Caribbean dollar	5.40	5.60
Ecuador	Sucre	53	68
Egypt	Pound	1.57	1.70
Eire	**Pound**	**1.0350**	**1.0750**
Fiji	Dollar	1.77	1.85
Finland	**Markka**	**8.17**	**8.52**
France	**Franc**	**9.02**	**9.42**
Germany, FR of	**Deutschmark**	**3.90**	**4.12**
Gibraltar	Pound	1.00	1.05
Greece	**Drachma**	**74.50**	**79.50**
Grenada	E. Caribbean dollar	5.40	5.60
Guyana	Dollar	9.25	Refer
Hong Kong	Dollar	10.35	10.78
Iceland	**Krona**	**770**	**800**
Indonesia	Rupiah	1 200	1 600
Iran	Rial	210	Refer
Iraq	Dinar	0.7550	0.8050
Israel	Pound	45	50
Italy (20 000 and smaller)	**Lira**	**1 730**	**1 810**
Japan	**Yen**	**455**	**480**
Jordan	Dinar	0.63	0.67
Korea	Won	1 150	1 550
Kuwait	Dinar	0.58	0.61
Lebanon	Livre	6.95	7.45
Liberia (see USA)		—	—
Libya	Dinar	1.07	1.30
Luxembourg (see Belgium)	**Franc**	**65.00**	**68.50**
Madeira (see Portugal)	Escudo	97.75	102.75
Malaysia	Dollar	4.62	4.84
Malta	Pound	0.7350	0.7650
Mauritius	Rupee	11.88	13.75
Mexico	Peso	42	52
Monaco (see France)	Franc	9.02	9.42
Netherlands	**Guilder**	**4.27**	**4.48**
New Zealand	**Dollar**	**1.93**	**2.02**
Nigeria	Naira	2.35	Refer
Norway	**Krone**	**10.62**	**11.07**
Oman	Rial	0.72	0.7650
Pakistan	Rupee	21	29
Peru	Sol.	420	550
Philippines	Piso	14.50	17.50
Portugal	**Escudo**	**97.75**	**102.75**
Qatar	Rial	7.83	8.18
Saudi Arabia	Rial	7.05	7.41
Seychelles	Rupee	12.87	13.35
Sierra Leone	Leone	2.25	2.50
Singapore	Dollar	4.54	4.73
South Africa	Rand	2.05	2.25
Spain	**Peseta**	**133.50**	**140.50**
Sweden	**Krona**	**8.95**	**9.35**
Switzerland	**Franc**	**3.54**	**3.76**
Syria	Pound	8.90	9.40
Taiwan	Dollar	82	102
Thailand	Baht	39	45
Trinidad and Tobago	Dollar	5.30	6.40
Turkey	**Lira**	**87.00**	**91.00**
Uganda	Shilling	38	Refer
United Arab Emirates	Dirham	7.98	8.33
USA	**Dollar**	**2.06**	**2.12**
Venezuela	Bolivar	8.40	9.90
Yemen Arab Republic	Rial	12	15
Yugoslavia	Dinar	41.00	43.00
Zambia	Kwacha	4.25	Refer

[1] Following devaluation of the Turkish lira this week, the exchange rates on 12 June were quoted at 85.00 and 105.00 respectively.

Where more than one rate applies to a currency, the rate given is that for small denomination notes.

Finance

Public sector borrowing requirement (PSBR) fell to £2.6 billion in the fourth quarter of the financial year 1978-79. The PSBR for the full financial year amounted to £9.2 billion.

Domestic credit expansion was fairly large in April at £0.8 billion. The central government borrowing requirement was exceptionally large and though sales of government debt – including part payments on stocks issued in the previous month – were quite substantial, they were not enough to offset this entirely. Bank lending to the private sector continued at a high rate but was lower than in recent months. (Figures for May due to be published 15 June)

Sterling M3 rose by £0.7 billion (1½ per cent) a little less than DCE despite a further large rise in the reserves. In the six months since mid-October £M3 has risen by about 6¼ per cent (12¾ per cent at an annual rate). The increase during the year from mid-April 1978 to mid-April 1979 (before applying seasonal adjustments) was about 10½ per cent. (Figures for May due to be published 15 June)

Bank of England minimum lending rate (MLR) – 14 per cent, effective from 13 June.

More information

For a backrun of figures for some of these indicators see 'The economy: selected indicators', page 443. Inquiries on any of these indicators should be addressed to Economics and Statistics Division 4B, Departments of Industry and Trade, Room 173, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3453.

Home news

Oppenheim welcomes Post Office codes

Two codes of practice, covering postal and telecommunications services, published by the Post Office on 6 June, were welcomed by Minister of State for Consumer Affairs Sally Oppenheim as an encouraging sign of the Post Office's recognition of the need to improve relations with its customers.

The codes, devised in close consultation with the Post Office Users' National Council and the Office of Fair Trading, will be available as free booklets at Britain's 23 000 post offices and at all telephone area offices.

Mrs Oppenheim pointed out that as an author of the amendment to the Unfair Contract Terms Act which had led to the introduction of the codes of practice, she was gratified by the tangible results. The codes gave a clear statement to consumers of the standards of service that the Post Office aimed to provide. 'I am particularly glad to note that the possibility of compensation – albeit at a modest level – for items lost or damaged in the ordinary mail services has been introduced and that rebates for telephones lines out of service for more than two days after reporting the fault have been included in the codes,' she said. 'I regard this as an encouraging start on which the Post Office can build.'

Managing directors Denis Roberts (posts) and Peter Benton (telecommunications) said in a joint statement that the aim was to provide reliable services and to deal fairly and squarely with customers when things went wrong, as they inevitably did in an organisation handling some 75 million individual messages every working day. The codes set out for 56 million customers the standards the Post Office aimed to achieve, the channels for dealing with users' complaints and the ways in which the Post Office was able to make amends.

Director General of Fair Trading Gordon Borrie said that he was pleased to see that the new codes would bring consumers a number of additional benefits, but he was still concerned at the extent of the Post Office's limited accountability towards members of the public who could not take their custom elsewhere if they were dissatisfied with the service.

Mr Borrie said there were certain omissions from the codes which he found 'disappointing' – the Post Office had declined to commit itself to a target for the reliability of its main dialled telephine call services, and it had not volunteered to compensate customers using the registered postal service for the consequential loss they might suffer when items were lost or damaged.

Mr Borrie was also critical of the level of compensation offered when ordinary mail was lost or damaged in the post. 'Although it is a concession of sorts,' he said, 'I do feel that to set the maximum compensation for lost or damaged mail at only £12.50 suggests a somewhat grudging attitude.'

In spite of these criticisms, Mr Borrie said he felt that the codes represented a positive contribution to the process of improving the Post Office's performance and customer relations.

Solution to Prestcold still being sought

Prestcold Holdings Ltd, a subsidiary of BL, has announced that it is to close its Scottish manufacturing operation at Hillington, Glasgow, on 7 September.

Minister for Industry and Education at the Scottish Officer Alex Fletcher, speaking on 7 June of the future closure, said that it was most disappointing that no commercial backer had come forward to finance the continued production of compressors at Hillington. The government had mande strenuous efforts to create the conditions for a viable solution. He explained that the government had been underwriting Prestcold's trading losses to a sum likely to exceed £500,000 over the past three months to give time for consultations with other companies. The secretary of state and he had had several meetings with representatives of the workforce, with the local member of parliament, and even with one of Prestcold's main suppliers to find a way forward.

The National Enterprise Board and the Scottish Development Agency had been consulted about the future of the Hillington plant, Mr Fletcher said, but this had not led to a solution. His officials had been in touch with a number of companies at home and abroad, but so far none had come forward with a commercial proposition.

'Even now we are prepared to consider sympathetically selective financial assistance if there is a likelihood of creating a viable and profitable business. We shall continue working for a solution to this problem during the notice of closure period.'

Materials handling board to be formed

A British Materials Handling Board to provide a national focal point for discussion of important materials handling problems is to be set up by the Department of Industry and the Institute of Materials Handling. This move follows a recommendation by the Institute of Materials Handling.

An exploratory meeting was held at the Department of Industry on 7 June, comprising an independent steering group which has been advising the department and a group of organisations (known as the embryonic board) which will form the nucleus of a full board, to be launched at the end of the year.

Organisations represented at the meeting included: Ministry of Defence, British Railways Board, National Coal Board, Mersey Docks and Harbour Board, National Freight Corporation, major mechanical handling manufacturers, Institution of Mechanical Engineers, Institution of Production Engineers, Warren Spring Laboratory, Department of Industry and the Institute of Materials Handling. The embryonic board will need to decide on size and representation on the full board and its preliminary programme of work.

First meeting of NEDC since election

At the first post-election meeting of the National Economic Development Council on 6 June, its director general Geoffrey Chandler presented a rather sombre picture of the UK's relative industrial performance.

The director general introduced a paper which emphasised that every economic indicator showed that the UK's relative industrial performance was worse than that of its main competitors in the EEC. He stressed that this was not a recent phenomenon. Most of the trade had been illustrated for a 10-year period, but many of them could be traced back for almost 30 years. The UK now had a problem of adjustment of a quite different magnitude from the rest of industrial Europe.

After the meeting Mr Chandler said that the paper had been endorsed by the council; there had been broad unanimity of view; and general endorsement of NEDC and its mechanisms. The council consists of members of government, representatives of management, trade unions, the CBI, TUC, nationalised industries, independent members and the Director General of the National Economic Development Office.

The meeting was chaired by the Chancellor of the Exchequer Sir Geoffrey Howe, and was also attended from the government by Secretary of State for Industry Sir Keith Joseph, Secretary of State for Trade John Nott, and Secretary of State for Employment James Prior.

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VAT: repayment backlog processed

Processing of the 400 000 VAT repayment claims which accumulated while the computers at Southend were shut down by industrial action from 23 February to 15 May has now been completed, the Commissioners of Customs and Excise announced on 31 May.

The majority of the claims have been, or are being, paid by the credit transfer through the banks and National Giro or by payable orders.

Customs and Excise points out that claims which have been rejected by the normal computer validity checks or have been found to be unsatisfactory on manual scrutiny will necessarily be subject to further delay but says the department is trying to minimise this.

. . . elimination of tax between registered traders

Copies of the report of the working party set up to consider the proposals of the consultative committee of accountancy bodies (CCAB) for the elimination of VAT between registered traders are now available.

In March last year CCAB issued a memorandum recommending the elimination of VAT on transactions between registered traders and, following the budget debate in April, a joint working party, comprising the CCAB, the CBI, the Retail Consortium, the Federation of Wholesale and Industrial Distributors and Customs and Excise, was set up to consider and report on the matter.

The conclusion to the report shows that the CBI, the Federation of Wholesale and Industrial Distributors, and the Retail Consortium consider that the balance of advantage lies in retaining the present VAT system under which tax is charged on transactions between registered traders. Customs and Excise agrees with this view, although CCAB still maintains that its proposals offer, on balance, a substantial saving in national effort and considers that they should be implemented.

The report may be obtained by writing to Customs and Excise, Room 319, Knollys House, 11 Byward Street, London EC3R 5AY.

Larkfold Holdings report published

The report by Department of Trade inspectors on Larkfold Holdings Ltd was published on 7 June.

The inspectors, Donald James Nicholls and Edmund Kenneth Wright, were appointed on 13 November 1975 under the provisions of section 165(b) of the Companies Act 1948.

The company was placed in compulsory liquidation on 19 January 1976. Murray Richard Harrod, who obtained control of the company for a period in 1974, is currently serving a long period of imprisonment in Australia following a conviction for fraud. Publication of the report was delayed pending consideration by the Director of Public Prosecutions as to whether criminal proceedings would be justified.

The report is available from HMSO, price £4.25 net.

Helicopter link boosts south-east air traffic

Just under 3.5 million passengers used the seven airports operated by the British Airports Authority in April, representing a 17 per cent increase on the same month in 1978. Gatwick, served by helicopter link with Heathrow, recorded the highest growth – up 36 per cent.

The unusually high overall growth was due largely to the Easter holiday period falling in April this year as against March in 1978. A comparison of the two-monthly totals for March and April 1979 with those for 1978 shows an overall growth of 10.8 per cent in passenger traffic and 10.4 per cent in air transport movements.

In the south-east, Gatwick's continuing high growth reflects the increased services available at the airport as well as the buoyancy of the British holiday market. Scheduled traffic recorded the fastest increase, forming 37 per cent of the April total compared with 33 per cent in the same month last year. Much of Stansted's growth (up 18.2 per cent) was due to an expansion in charter flights to Mediterranean countries.

The combined March and April figures showed faster growth at the Scottish airports (up 14.4 per cent) than in the south-east (up 10.3 per cent). This was despite another drop in Aberdeen's helicopter traffic which has been declining since July last year.

The Gatwick-Heathrow helicopter airlink continued to boost air traffic movements in the south-east. Discounting these helicopter movements reduces the increase at Heathrow (taking March and April together) from 6.1 per cent to 3.3 per cent and at Gatwick from 25.7 per cent to 17.1 per cent.

In contrast to the rapid passenger growth, the seven airports' April total for cargo showed a decline compared with the same month last year – the first April fall in cargo traffic since 1976.

Increase in fishing boat survey fees

Fees for the survey of fishing vessel safety certificates are to be increased by an average of nearly 14 per cent under a Department of Trade order. They have been agreed by organisations within the industry and come into operation on 1 July.

The Merchant Shipping (Fees) (Amendment) Order 1979 (HMSO, £0.25) includes increases of between 8 and 17 per cent in the fees for the registration of ships and re-enacts present survey fees for crew accommodation to conform, co-incidentally, with the Merchant Shipping (Crew Accommodation) Regulation 1978.

Provision is made in the order to bring fees more in line with costs at the time a survey is undertaken. Some surveys are carried out over a relatively long period. Under previous regulations, any survey for which application was made during the period of operation of a particular fees regulation was chargeable at the prescribed rate – even though much of the work might be carried out and the survey completed at a later date. By that time costs might have substantially increased with the result that the department tended not to recover its full costs. The new regulations introduce a form of escalation clause whereby any survey applied for in future and not completed with a 12-month period from application will be subject to an increase of 1½ per cent for each month or part-month extension.

This cost escalation provision should give owners some added incentive, in the interests of safety, to put their boats in order within a year. It is intended to incorporate a similar provision in all future fees regulations relating to marine surveys.

Dealers in securities and unit trusts annual

The 1979 edition of 'Particulars of Dealers in Securities and of Unit Trusts' has been published by the Department of Trade. It gives the names and business addresses of firms which, on 31 January, were licensed under the Prevention of Fraud (Investments) Act 1958 to carry on the business of dealing in securities, or were members of recognised associations of dealers in securities, or who were exempted dealers. It also lists, for the same date, all authorised unit trust schemes.

Part 1 lists, in alphabetical order of firms, the 372 holders of principal's licences and Part 2 explains where the list of members of the Stock Exchange may be inspected. Part 3 relates to recognised associations of dealers in securities; it states where the list of members of the Law Society of Scotland may be inspected and lists in alphabetical order the members of the other four recognised associations.

Part 4 lists, in alphabetical order of firms, the 400 persons (including 16 Trustee Savings Banks) who were exempted dealers for the purposes of the act. Part 5 lists, in alphabetical order, the names and addresses of all companies which managed authorised unit trust schemes, together with names of the 426

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schemes they managed and the name and address of the trustee for each scheme.

Changes in any of the particulars in Parts 1, 4 and 5 are published in *Trade and Industry* on the second Friday in each month, commencing with last week's issue which lists all such changes since 31 January.

'Particulars of Dealers in Securities and of Unit Trusts – 1979' is available from HMSO, price £1.25.

BR cuts diesel services to save fuel

British Railways Board has made some cuts in the frequency of diesel operated train services in many parts of the country to save fuel.

Electric train services are not directly affected, although transfer of passengers will lead to some overcrowding BR said on 4 June. Because of cuts by Esso and Shell of some 7 per cent in oil supplies to the railways, BR said it had no option but to conform to the general need to use less fuel.

The cuts come after railway managers had explored to the full savings from good housekeeping measures, and they are essential to protect the major freight flows, including the movement of additional coal to power stations.

The main concern in planning the reductions is to maintain services to and from work and for business travel. No services are being withdrawn entirely, but reduced frequencies and shorter trains – particularly in the off-peak – will inevitably lead to some overcrowding.

Because of the fuel situation, BR has had to turn down a request from the Greater Manchester Transport Executive to run extra diesel trains to replace bus services cut to save fuel.

Details of the cuts , which are likely to last throughout the summer, are available from the railway regions.

Newspapers change hands

The proposed transfer of 29 newspapers from Surrey Advertiser Newspaper Holdings to the Guardian and Manchester Evening News may not be expected to operate against the public interest, according to the Monopolies and Mergers Commission. Sally Oppenheim, Minister for Consumer Affairs, announced publication of the commission's report (HMSO, 80p) on 7 June.

Formal consent to the transfer was given that day by the trade secretary to the Guardian and Manchester Evening News acquiring these papers.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699. ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Degree day service: figures for May

Degree day figures for May, published by the Department of Energy, are shown in the table. This service is designed to help industry and commerce improve the efficiency with which space heating systems are used.

The figures are a record of the extent and length of time in a particular month that the external temperature fell below a base figure of 15.5 degrees C (60 degrees F). Because this affects the amount of fuel needed to provide a given level of space heating the figures can be used to check on the efficiency of heating systems. By comparing the amount of fuel used with the number of degree days in monthly periods of different years, energy managers and others can monitor the performance of heating plant and operate it more economically.

Detailed information about the system is contained in a free booklet *Degree Days* (no. 7 in the Fuel Efficiency series) available from the Library, Department of Energy, Thames House South, Millbank, London SW1P, 4QJ, tel. 01-211 3394. It explains the theory and practice of using the figures and contains a map showing the locations of the 17 Meteorological Office stations and the regions covered.

May degree days (base temperature 15.5 degree C)

Region	Calculated average for May 1957-77	1978 May	1979 May
Thames Valley	113	117	145
South East	146	144	178
Southern	142	149	187
South West	130	116	183
Severn Valley	130	129	185
Midland	153	160	188
West Pennines	138	125	192
North West	160	138	212
Borders	193	196	233
North East	155	156	200
East Pennines	139	147	193
East Anglia	146	158	164
West Scotland	162	146	221
East Scotland	190	178	224
North East Scotland	203	187	232
Wales	157	155	220
Northern Ireland	166	153	223

Government sales

27 June 1979 – Miscellaneous

Location
The Astoria, Roundhay Road, Leeds 8

Auctioneer
Bartle and Son (Dept L), 1a Bridge Street, Tadcaster, North Yorks (0937 835303)

Stores lying in Yorkshire and Lincolnshire including machine tools, motor spares, vehicles, tyres, garage and workshop equipment, wireless spares, householdware, office, camping and gardening equipment. Clothing, house and office furniture, and many other items.

Catalogues, which give details of the lots, conditions of sales, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.

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Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver.

High Court of Justice
Senior Official Receiver: J. B. Clemetson

Bankruptcy
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: D. A. Thorne; A. K. Sales

Companies Winding-up
Atlantic House, Holborn Viaduct, London EC1N 2HD
(Tel: 01-583 8931)
Official Receivers: L. R. Bates; H. W. J. Christmas; G. B. Gillvray.

Birmingham
Commercial Union House, Martineau Square, Birmingham B2 4UP
(Tel: 021-236 8831/7)
P. Higgins; J. F. Hirst

Bournemouth
Burlington Arcade, Bournemouth BH1 2JS
(Tel: 0202-28208/9)
C. G. Churcher

Bradford
West Riding House, Cheapside, Bradford BD1 4LJ
(Tel: 0274-33651/2)
K. H. Bidmead

Brighton
Windsor House (East Entrance), 30-35 Edward Street, Brighton BN2 2JZ
(Tel: 0273-604301/2 and 688265/8)
J. F. O'Reilly

Bristol
Sun Alliance House, 4 Colston Avenue, Bristol BS1 4BN
(Tel: 0272-290268)
D. S. Clackett

Cambridge
49 Bateman Street, Cambridge CB2 1LT
(Tel: 0223-58911)
W. J. Llewellyn

Canterbury
Lombard House, 12-17 Upper Bridge Street, Canterbury CT1 2NQ
(Tel: 0227-62070 and 65037)
A. Rout

Cardiff
3rd Floor, Hayes House, The Hayes, Cardiff CF1 2UG
(Tel: 0222-30575/6 and 32381)
R. G. Waldron

Chester
Dee Hills Park, Chester CH3 5AR
(Tel: 0244-21471/2)
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(Tel: 0752-68554)
A. J. Seldon

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(Tel: 0734-581931/5)
T. J. White

Rochester
Gordon House, Star Hill, Rochester
(Tel: 0634-42603 and 46906)
A. Rout

St Annes-on-Sea
Petros House, St Andrews Road North, Lytham St Annes FY8 2JD
(Tel: 0253-721271)
J. M. Christensen

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8/12 Furnival Gate, The Moor, Sheffield S1 4QN
(Tel: 0742-26691/3)
T. Wilks

Southampton
Western Range, 83-85 London Road, Southampton SO9 1NQ
(Tel: 0703-23348/9 and 23340)
C. G. Churcher

Southend
2nd Floor, Colman House, 61 Victoria Avenue, Southend-on-Sea SS2 6EF (Tel: 0702-41316/7)
G. B. Sellers

Stockton
4 Bridge Road, Stockton-on-Tees, Teesside TS18 3BP
(Tel: 0642-65598/9)
R. Graham

Stoke
London House, Hide Street, Stoke-on-Trent ST4 1QN
(Tel: 0782-45256/8)
A. N. Percy

Swansea
5th Floor, Sun Alliance Building, 166/167 St Helens' Road, Swansea SA1 5DL (Tel: 0792-42861/3)
P. W. Nunn

Watford
40 Clarendon Road, Watford WD1 1HJ
(Tel: 0923-44288)
F. L. Sage

New publications

Conferences: how

It is fatally easy to underestimate the complexity of planning a conference or meeting with a consequent lack of impact on the day. Conferences are obviously arranged to fulfil a variety of tasks. In the business and industrial world they fall broadly into two main categories: those organised in-house by a firm for its employees – for training, management and sales force – and those organised for an outside audience in which the company is presented to its customers. It is the second type that is the major concern of Michael Ingrams in his book 'Conference production and organisation'.

'The conference is the company', he says and he emphasises the importance of 'ensuring the company and its message are finally presented definitively, all irrevelancy shorn away . . . the result whatever the technique used to achieve it is a portrait of that company'. The techniques that Mr Ingrams goes on to suggest are those used by the professional organiser. His extensive practical experience of organising large-scale gatherings both in this country and overseas is evident throughout. In his coverage of detail he is excellent. Using the latest techniques and equipment, he provides his masterplan, detailing information on such items as speakers, venue and audio-visual equipment. Should problems arise there is even a 'fail-safe' section.

Not every organisation may require the facilities described or have the funds to pay for them, but to anyone already involved, or likely to become involved, in major conference organisation this book should provide interesting reading. The easy flowing literary style of its author and the handsome way it has been presented add to the book's usefulness.

Conference production and organisation: a professional approach to conventions, presentations, launches, by Michael Ingrams. Associated Business Press, 1979. xii, 256 pages. £13.50 (ISBN 0 85227203 0).

. . . and where

Where does the conference planner find a UK venue with all the desired facilities? The second edition of the 'Conference Blue Book' would be a good start. We have noted other guides in the past, notably 'Conference Britain' and 'A Manual of Conference Venues in Britain' (*Trade and Industry*, 17 February 1978, page 344), but this new volume has the advantage of topicality even if it is strongly oriented towards the hotel scene.

Intended 'to improve the efficient communication between meeting planners and venues to the mutual benefit of both', the Blue Book includes brief details on 2000 venues arranged alphabetically by town, and then gives more detailed information on 185 of these. While by no means comprehensive as far as UK conference venues are concerned, its special features make it valuable. In particular the detailed meeting room plans, and the hotels in the 'guaranteed venue scheme', (where a standard of audio visual equipment is guaranteed) are likely to be very useful for the planner of larger meetings.

And for those who found the first edition of this reference work worthwhile this new edition is bigger and better, with more entries and telephone numbers listed in the classified section.

The Conference Blue Book. Spectrex (London) Ltd, Spectrum House, 183-185 Askew Road, London W12 9AX. 2nd edition. 1979. 328 pages; paperback, £7.50.

After the election

In this year of the first European parliament elections the need for coming to grips with the mass of important EEC legislative detail, particularly in the business and commercial spheres, has been reflected in publication of three guides to sources of community information. The first two: 'A guide to the official publications of the European communities', by John Jeffries, and 'Sources of information on the European communities', edited by Doris Palmer, have already been reviewed on these pages (*Trade and Industry*, 8 December 1978, page 490 and 16 February 1979, page 307).

The latest guide, by Gay Scott, begins with a short summary of EEC publications and a description of the policy-making and legislative process. EEC publications on law, trade and competition are listed extensively, as are the community's statistical publications and 'current awareness' services. Further chapters deal with the availability of documents, whether for acquisition or reference. Lists of European documentation centres, libraries with EEC collections and other sources of information are also provided, and a final section on computerised information systems describes three projects currently being developed.

It is a pity that the guide does not cover all three European communities (the European Coal and Steel Community, EEC and Euratom), but, within its limitations, it will be of considerable value to those who in their work have to provide information on EEC matters. For those who only occasionally need to do this, its brevity makes it as useful a guide as any yet published. The book is reproduced from well-presented, legible typescript in A4 format.

The European Economic Community: a guide to sources of information, by Gay Scott. Capital Planning Information, 12 Castle Street, Edinburgh EH2 3AT. 1979. ii, 72 pages; paperback, £8.00 (ISBN 0 906011 04 3) (Microfiche edition also available at £5.00).

Publications and opinions expressed on this page do not necessarily reflect the views of the government. Inquiries and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Yet more documentation about the EEC

Keeping track of documentation issued by and about the EEC can be a headache, even for the expert. So any new angle, particularly if it appears to offer good, up-to-date coverage is to be welcomed.

ECI Services' 'Common market signposts' are intended to provide a very simple guide to EEC matters and are arranged under 14 basic headings, including company law, energy, industry. After a very brief paragraph of news, the 'signposts' list details of recent publications relevant to the topic in question. And it is the current lists of publications and documents – coming from a wide variety of sources – that constitute the service's main interest at least in the issue submitted for review. In the first issue (March 1979), for example, 323 items are listed altogether.

The service appears as sets of loose A4 sheets which are punched for a ring binder that is supplied. It is early days to evaluate the coverage but from the first issue it certainly looks worthy of investigation by those interested in the more obscure and transitory documentation about EEC matters.

Common Market Signposts. ECI Services, 88-90 Grays Inn Road, London WC1X 8AA. 1979. Looseleaf. Available on subscription, £49.95 pa.

When was that special report?

Special reports in newspapers and popular business journals have very wide readership immediately on publication and then tend to be forgotten with the issue of the journal in which they appeared. Yet the usefulness of such reports can last for years, and a collection of them on a given topic over several years can give valuable insights into the way that industry, commodity or country is developing. Many libraries and offices compile their own home-made indexes to material that interests them, but it is useful to welcome a modest but valuable index to special reports published between 1973 and 1977.

Publications such as *Advertising Age*, *Freight Management*, the *New Scientist* and the *Financial Times* (there are 13 in all) are covered, with 1400 special reports listed under simple subject headings. The only major criticism is the fact that the index comes to an end with 1977 although the compilers' indicate in their introduction their intention to keep it up-to-date.

Index to special reports in UK newspapers and certain periodicals, 1973-77, compiled by N. R. Hunter and C. Webb. Institute of Scientific Business, Enholmes Hall, Patrington, near Hull, East Yorkshire. 1978. iv, 55 pages; paperback. £3.00 (ISBN 0 905440 62 5).

Technology news

Record response to young engineer competition

The Young Engineer for Britain 1979 competition has attracted a record number of entries. Over 300 boys and girls will be competing for the title. Regional finals will be held at eight venues around the country starting at the end of June. Some 40 projects will be selected to go forward to the national final to be held in London at the Wembley Conference Centre on 24 and 25 October.

Young Engineer for Britain forms part of the Department of Industry's efforts to strengthen links between education and industry and to encourage young people to look towards a career in industry. It aims to uncover the potential hidden in our schools and colleges and bring those talents upon which the country's future depends to the attention of industry and the country at large.

Industry has shown great interest in the competition by offering valuable awards for winners at both regional and national level. Those announced so far include overseas' trips, industrial visits, scholarships and cash awards worth several thousand pounds.

British Petroleum has offered a visit to an offshore platform and to the Sullom Voe terminal, British Rail has offered a journey on the Advanced Passenger Train, Ocean Transport is giving a voyage on a large containership, and from Unilever and ICI, trips for four winners to ICI and Unilever plants in Holland. Visits to their factories or training establishments, some with cash awards, are offered by Albright and Wilson, Cable and Wireless, Electricity Council, Ferranti, Pilkington Brothers, and Thorn Electrical Industries.

Courtaulds, Metal Box, Post Office and Rolls-Royce have offered Scholarships. Cash prizes are being given by Baker Perkins Holdings, Betts Brown Trust Fund, Cadbury Schweppes, Council of Engineering Institutions, Delta Metal, Hawker Siddeley, Machine Tool Trades Association, Rubery Owen Holdings and Standard Telephones and Cables, which is also giving a music centre or colour tv and transistor radios. As yet unspecified prizes are being given by Blue Circle Industries, British Aerospace, Lucas Industries, Shell UK and Vickers.

The competition is open to students and apprentices aged between 14 and 19. They will compete in three age categories either as individuals or in groups. Projects entered are either mechanical, electronic or chemical and should have commercial potential, benefit industrial production, cut waste, make better use of energy resources or improve an existing process. Projects created by last year's winners included an invalid car, a microprocessor system, animated road signs, a vertical axis windmill and a muscle tester.

BAe combats ice hazard

This Seacat missile launcher acquired a coating of over 150 kg of ice after 1½ hours in heavy drizzle at a temperature of −7½°C and a wind speed of 27 knots in British Aerospace's high altitude and climatic chamber at Weybridge. The tests are designed to obtain more data on icing and to determine the best method of overcoming the build-up of ice which endangers many ships. Blizzards, rain, drizzle, ice, snow or desert heat and jungle humidity can be simulated, with temperatures ranging from −60°C to +60°C.

GTE and Insac to exploit viewdata in US

General Telephone and Electronics Corporation (GTE) and Insac Viewdata Inc, a subsidiary of the National Enterprise Board, have signed an agreement for the joint exploitation of Insac's 'viewdata' service in the United States. Under the terms of the agreement, GTE will offer a limited public viewdata service this summer for business users. Later the service will be expanded to reach residential users.

The viewdata service will be the first such service to be offered in the United States, and provides a new, simplified and convenient medium for dissemination of both text and graphic information utilising telephone lines, computers and video display screens. These screens can either be business terminals or residential television sets.

Insac has developed its viewdata service specifically for the United States market. It is similar to Prestel, the Post Office's teleinformation service and therefore extends the scope for world wide acceptance of Post Office standards. GTE has also been granted a United States sub-licence to Prestel under Insac's licence from the Post Office.

The terms of the agreement provide GTE with exclusive United States and Canadian rights to Insac's viewdata in exchange for an undisclosed sum. GTE's initial activities will be to test the market and interest in the service had already been expressed by leading companies in the publishing, financial, news and entertainment fields.

While GTE concentrates on the broad business and domestic markets for viewdata, Insac will offer viewdata to corporate and closed user groups, particularly those with special software requirements. The relationship with GTE offered the potential for a broad distribution channel for UK software products and was exactly the type of access to the United States market that Insac had been set up to achieve.

Seventh trans-Atlantic telephone cable given international go-ahead

A new £100 million telephone cable between Britain and the United States, that will boost transatlantic telephone cable links by more than 50 per cent, has been given international go-ahead. With a capacity of more than 4000 telephone circuits, it will carry phone calls, computer data and telex messages between Europe and north America.

The cable's manufacture will be shared between the United States, Britain and France. It is due to come into service in 1983 and will run some 3400 nautical miles between Sennen Cove (Land's End) and Tuckerton, New Jersey.

A new cable is now needed across the Atlantic to cater for continuing massive growth in calls between the two continents and, in particular, between the United States and Britain – the world's busiest transoceanic telephone route. The demand for telephone service between the two countries has been growing by a steady 15 to 20 per cent a year throughout the 1970s. At present, more than 20 million phone calls are made each year between the UK and the United States, and more than half go by cable.

Known as TAT 7, the new cable is the seventh in a series of telephone cables between America and Europe that date from 1956. International agreement on TAT 7 was reached at a conference in Brighton of the 24 organisations – including the Post Office – which are taking part in the project. The conference selected the system to be used and decided how much of its cost would be borne by each participant.

The cost of the project is being divided equally between north America and Europe. On the European side, Britain is partnered by 16 other participants and her share – 22 per

cent of the total – is the largest. There are seven participants in the project on the north American side, including the American Telephone and Telegraph Company which has the largest single share in the project, amounting to some 40 per cent of the total.

The new cable will also help to maintain a balanced division of transatlantic telephone circuits between cable and satellite. At present, cables provide some 7000 telephone circuits between Europe and north America, with rather fewer provided by satellite. But the balance will swing the other way when the next generation of satellites – Intelsat V, with a capacity of 12 000 telephone circuits – goes into service in 1981, although only part of this capacity will serve the north Atlantic. TAT 7 is expected to restore the balance to more or less equal division between the two technologies for the mid-1980s.

Sharing the telephone 'load' in this way also improves the security and reliability of transatlantic communications. It ensures that a reasonable number of alternative paths are available in the event of a system breakdown.

Symposium asks if commercial sail will return

Economic and technical aspects of the commercial use of wind assisted ships were discussed at a London symposium on 14 June. Arranged by the Department of Industry's ship and marine technology requirements board and the National Maritime Institute, the symposium was opened by the Duke of Edinburgh.

The symposium took place against a background of rising oil prices, which places increasing emphasis on the need to make critical assessments of all sources of energy, both on land and at sea, as part of a national programme of energy conservation. The exchange of views between the participants will be of particular interest to the requirements board in helping it to determine whether further research into the subject of commercial sail is necessary at the present time, and if so, which aspects should be given priority.

The symposium was attended by about 100 invited representatives from shipping companies, universities, government departments and other interested bodies.

Drawing dimensions converted automatically and quickly to metric

Pera, the Production Engineering Research Association, has successfully completed a software package that will enable a company to convert, quickly and easily, component detail drawings dimensioned in inches into metric form. This only requires the draughtsman to write down a simple abbreviated description of the component in imperial terms, and then add a single instruction to convert to metric form. The information is then punched on to paper tape and processed through a Pera automatic detail drawing system (Padds) terminal unit, connected to a central time-sharing computer bureau, and a fully dimensioned detail drawing in metric form is automatically produced on the terminal graph plotter.

The need to convert thousands of existing drawings in imperial units into metric form may arise because the machine tools and inspection equipment in the shop have been metricated and it is therefore essential that the drawings are also metric. Alternatively, although a new range of products may be metricated in terms of the user-specification, it is more than likely that they will contain many individual component parts from a previous design which are in imperial.

The Padds unit is the terminal unit to operate all existing and proposed Pera software drawing and production planning modules. The existing modules include the production of fully dimensioned component detail drawings, high accuracy, true-to-scale profile drawings for optical profile grinding and projector inspection, nc tape prove-out drawings, other forms of graphs and histograms, and now the latest module to convert imperial drawings to metric.

Further information is available from the Manager, Automation and Control Department, R&D Division, Pera, Melton Mowbray, Leicestershire LE13 0PB, tel. Melton Mowbray 4133, ext. 283.

Thousands of drawings converted to metric quickly and easily.

Guidance given on the safe use of isocyanates

Working with isocyanates may cause breathing problems, asthamtic attacks, conjunctivitis, dermatitis and sensitisation similar to an allergy reaction, if safety precautions are not taken, says a guidance note published by the Health and Safety Executive on 5 June. The note underlines the employer's legal responsibilities under the Health and Safety at Work Act and the Factories Act to protect workers against dust and fume and points out that, when exposure to isocyanate vapour cannot be completely prevented by enclosure or local exhaust ventilation, protective clothing, which includes airline breathing apparatus, gloves and overalls, should be used.

The note, 'Isocyanates – toxic hazards and precautions', (HMSO 38p), which updates and amplifies previous executive guidance, describes some of the many processes in which isocyanates are used, ranging from the production of printing inks, polyurethane foam and paint, to the manufacture of refrigerators, boats, earthenware pipes and even boots and shoes. Such operations where protective clothing is necessary, the note says, may include spraying polyurethane paint, sampling for quality control purposes and inserting foam into car body cavities. The toxic hazards concerned with each type of process are also described and the particular precautions for each are set out in detail.

In general, the note says, the handling of isocyanates in open vessels should be avoided and fully enclosed systems of handling should be used wherever practicable. Liquid isocyanates should only be transferred to vessels by pumps or by vacuum techniques. Mixing, weighing and dispensing operations should be conducted under local exhaust ventilation or in suitable booth enclosures under effective inward airflow conditions, especially if heating or spraying is involved, or when dust from solid isocyanates might be generated.

The importance of taking regular air samples is emphasised especially as aromatic isocyanates are not normally detected by odour until the concentration reaches between 10 and 20 times the threshold limit value given in the note. As well as the more usual methods of air sampling, the note recommends the use of modern techniques such as the commercially available tape monitors, including miniature personal samplers, for detecting toluene di-isocyanate, and a method recently developed by the Health and Safety Executive for measuring aliphatic isocyanate concentrations.

Additionally, the note recommends medical supervision of workers who may be exposed to isocyanates including pre-employment and routine periodic examinations, re-examination on return to work following sickness absence and instruction in first-aid treatment of accidental exposures and contamination.

Heat pump dries timber more efficiently

Research and development work on an energy-saving, high-temperature heat pump timber dryer is near culmination. It is being carried out jointly by the Electricity Council Research Centre at Capenhurst and Westair Dynamics Ltd of East Molesey. The new equipment is based on the development of a reverse heat cycle drying system having a condenser operating at 90°C and hence able to produce air-stream temperatures of 80°C.

In conventional non-dehumidifying dryers, air is usually warmed to increase its moisture carrying capacity. It is then passed over the product to be dried. Subsequently, some of the resultant moist, warm air has to be vented from the drying kiln, or other chamber, to discharge moisture from the system. This represents a loss of heat, and thus of efficiency, on two counts. First, in the sensible heat of the air and secondly, in the latent heat needed to evaporate the water from the product.

When a heat pump is used for drying, the evaporator produces a cooling effect, which is used to condense the moisture vapour and so re-absorb the latent heat into the cycle. In addition, the vapour is condensed into water and can be drained away, thus largely dispensing with the need to vent air and so lose sensible heat.

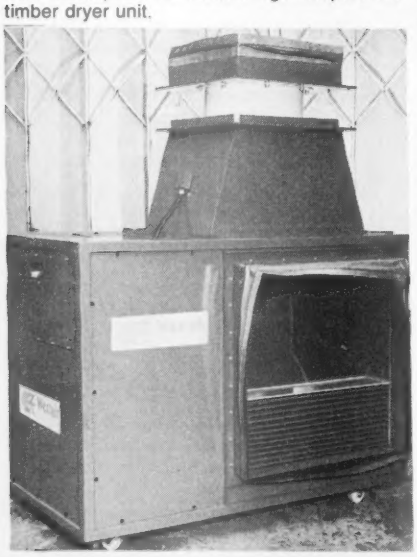
The new dryer is primarily intended for the timber industry, because it extends existing low temperature dehumidifying practice, and applies the same principles to the higher temperatures called for by most of the trade's drying schedules.

At an early stage in the work at Capenhurst it was recognised that a high temperature heat pump should not be used simply to replace existing equipment, but should be developed as part of a total drying system. For example, once it was no longer necessary to discharge heat from the system, the effect of incidental leakage (from loading and access doors, and service entries) acquired a significance of its own.

So when seeking a kiln to use with the new high temperature machine, the Electricity Council Research Centre turned to current cold store practice because of that industry's experience in providing good thermal insulation combined with a high resistance to moisture permeability. A 14 m³ kiln using this type of construction has been installed at Capenhurst and timber drying trials are in progress. The unit has so far been used to dry softwoods and beech at energy costs comparing very favourably with those for oil-fired kilns.

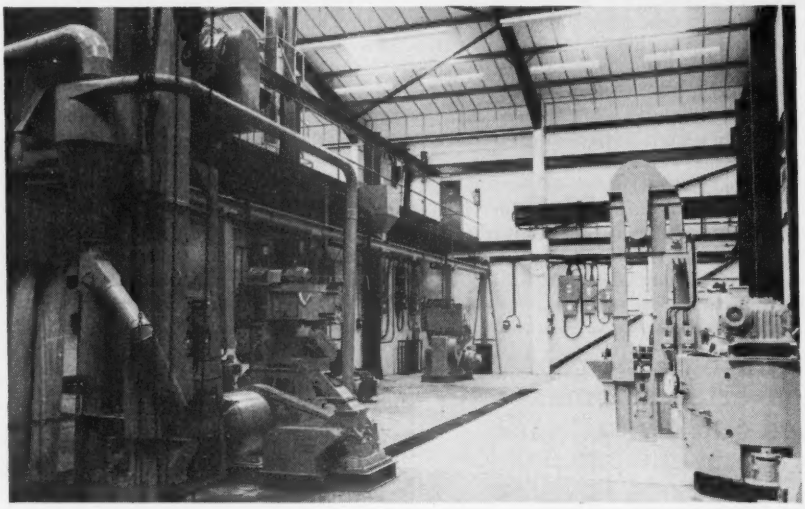
The system development covering the heat pump, controls and the kiln is proceeding in collaboration with manufacturers. Westair Dynamics Ltd, the Electricity Council's licensee, will manufacture the high temperature heat pump in Britain and market the equipment in Britain and overseas.

Westair-Capenhurst TS5/80 high-temperature timber dryer unit.



Test house to improve edible oil extraction processes

The mechanical test bay of a new 600 m² test and development plant recently completed at the Hull premises of Simon-Rosedowns Ltd. Costing in the region of £250,000, the test house will enable the company to improve the operations of its existing range of equipment, develop new machinery to meet the future needs of the industry, and investigate new applications for its machines and processes, 80 per cent of which the company exports, for edible oil extraction. The mechanical test bay houses pilot machines which prepare oilseed for mechanical or solvent extraction by any specified route so that factors affecting the pre-treatment of oilseeds for extraction can be studied.



Express to build lift test tower with DoI help

Express Lift Company Ltd is to build a 120 m-high test tower at its Abbey works, Northampton. The company is joined in the funding of the operation by the Department of Industry's electrical technology requirements board.

The tower will contain lift shafts for the development of medium and high-speed lift control systems. Included are facilities for development of hydraulic lifts, the training of installation and service engineers and the testing of components to the new EEC directive on electrically operated lifts.

Building is due to start later this year and the facility will be in use by mid-summer of 1980. It is intended that this facility will be available to other British manufacturers to encourage and support their R&D efforts.

BL automatic choke to save fuel and aid cold starts

A new type of automatic choke that takes much of the hazard out of driving away a car with a cold engine and also saves fuel during town driving, has been invented by SU Butec, a subsidiary of BL Ltd. After extensive trials have been completed, it is expected to be fitted to BL production cars early in 1980.

Up to now the simplest type of choke has been a metal flap which is set to partially block the air flow through the carburettor. When the engine is rotated by the starter, the blockage causes it to suck in extra fuel which makes starting easier. The problem with a flap-type choke is that once the engine has started it must be constantly adjusted to allow in more air as the engine warms up and if this is not done accurately, the engine will stall.

The new SU automatic starting unit (ASU) reduces the chance of stalling after a cold start because it senses the varying engine temperature and automatically measures and mixes air and petrol to suit the temperature precisely. When the engine is fully warmed up, the ASU cuts out and remains out of action until the next cold start. As well as being sensitive to temperature, it also senses the engine's requirements for acceleration, deceleration, ambient temperature, gradients and loads during the warm-up period.

The secret of the ASU lies in temperature-sensitive bi-metal controls that are operated by the temperature of air drawn from a pick-up on the engine exhaust manifold. It is, in effect, a carburettor in miniature, complete with its own throttle, jet and needle, and is designed to

be mounted alongside the SU HIF carburettor used on many BL cars.

At the moment it is being tested on a number of European cars in addition to extensive trials on BL's Austin, Morris, Jaguar, Rover and Triumph vehicles. The automatic choke has been run for thousands of miles and its performance has remained consistently up to standard throughout. Tests have shown that the ASU operates down to minus 30°C without prolonged engine cranking or stalling.

UK and India collaborate on building research

The Department of the Environment's Building Research Establishment (BRE) has signed its third agreement for research collaboration with a major research organisation in the developing world. This latest agreement, with India's Central Building Research Institute (CBRI), follows the pattern of the earlier agreements with Egypt and Jordan, where joint research programmes are now successfully being carried out. Collaborative research is an important feature of the work of the BRE overseas division and a means of ensuring that results of relevant research can be utilised more readily in developing countries.

The CBRI was founded 25 years ago and now has a staff of nearly 600. Its research programme is one of the most comprehensive of any in south Asia and includes many subjects on which BRE is also experienced. There will be collaboration on a wide range of subjects and two areas have been selected for the first phase of the agreement which will last for three years – geotechnics and fire. CBRI will work with BRE's geotechnics division on the development and application of instruments to monitor load transfer in under-reamed piles. This is a subject on which the work of the two organisations is complementary and collaboration will extend the research by widening the scope of field measurements.

CBRI has facilities for fire research which are probably unique in India, and will form an excellent base for collaboration with BRE's Fire Research Station. Studies on the computation of fire resistance of buildings will lead to economies in fire testing procedures which will be useful to both organisations.

Alternatives to asbestos cement discussed

Criteria for alternatives to asbestos cement products were examined by a study group formed within the International Organisation for Standardisation at its second meeting at the British Standards Institution in London recently.

Members agreed a draft list of performance requirements to be satisfied by all fibre reinforced cement products. The list includes strength, weather resistance, durability, dimensional stability, surface spread of flame, thermal and acoustic insulation and non-toxicity. The intention is to establish minimum performance levels based on data supplied by all 14 participating countries.

In the six months since the first meeting of the group, significant progress has been made in developing and marketing alternatives to asbestos cement products. One leading manufacturer in the UK has recently introduced a range of glass-reinforced cement sheets, while another European asbestos cement company is planning to manufacture plastics materials for inclusion in sheeting products now under development.

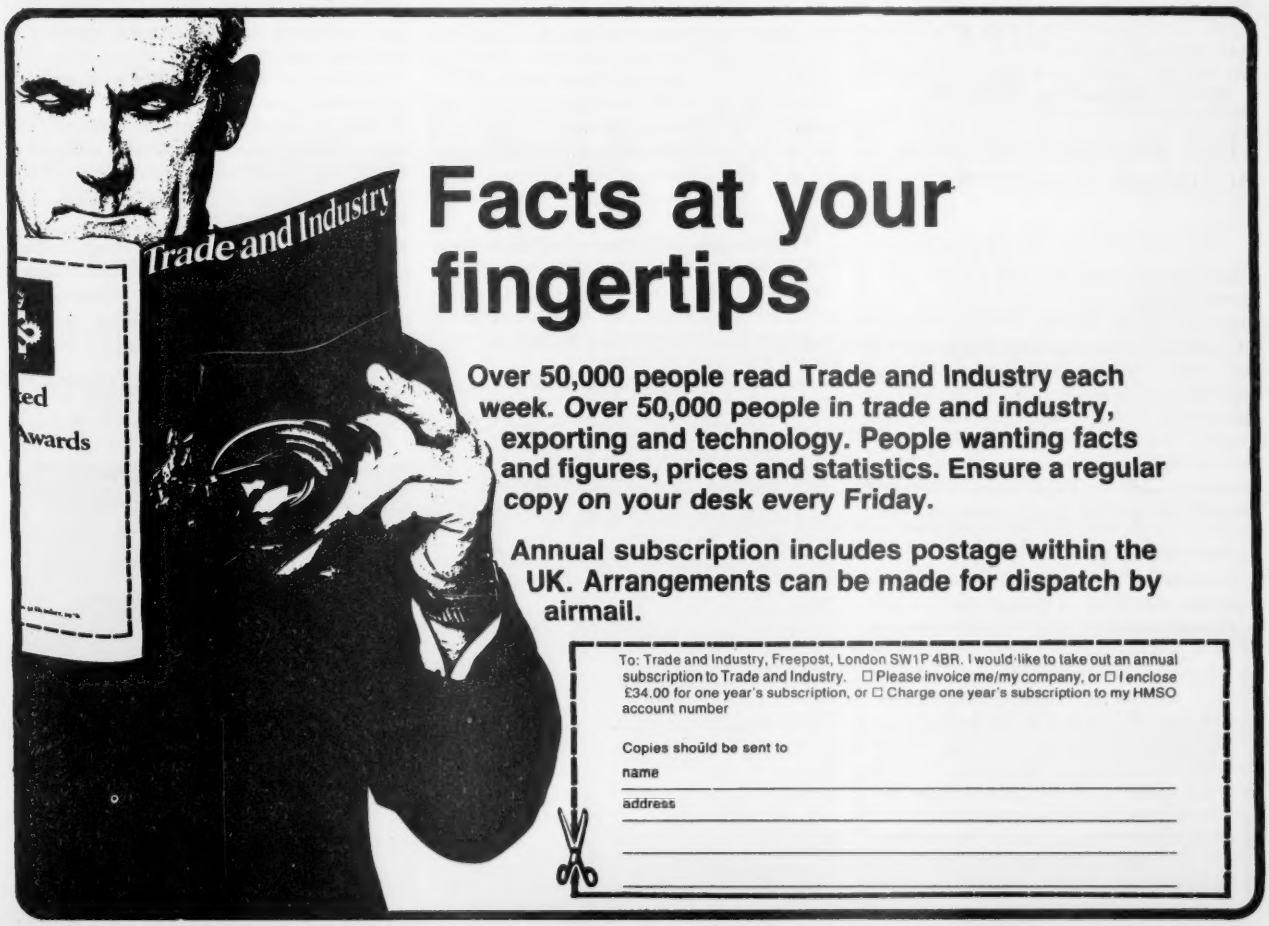
For further information contact Collin Phillips, BSI, 2 Park Street, London W1A 2BS, tel. 01-629 9000.

Computer training co-ordinated

A report covering its activities during the years 1970 to 1978 has been published by the UK Co-ordinating Committee for Examinations in Computer Studies. This committee has been in existence since 1968, and, working through its constituent bodies, has aimed to co-ordinate and improve the quality of the educational awards available to computer practitioners throughout the UK, outside the normal degree and diploma programmes of the universities and polytechnics.

Following the formation of the education councils in England and Wales, and in Scotland, the committee hopes to continue its activities by providing a consultative forum.

Copies of the report, price 50p, are available from Royal Society of Arts, 18 Adam Street, London WC2N 6AJ.



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New products

Slitter-rewinder takes up less space

Converters of plastic film, paper and laminate materials are likely users of a new slitter-rewinder which, claims producer TI Fords Ltd, cuts production set-up times, eases installation and is economical of valuable factory floor space.

Model 686QJ is a centre-winder and features a removable integral drive unit mounted on wheels and dual drive system which allows close control of rewind section. The machine has been constructed to a very tough specification and with quiet operating levels.

The new slitter accommodates web widths of up to 2 m with web speeds of up to 450 m-per-minute. Shear, score, razor and kiss slitting accessories are available which give final slit widths of 6 mm minimum with shear cut and 16 mm using razor cut method.

The basic machine can be modified to meet customer requirements. Certain features, including integral drive, are standard to the model 686QJ; automatic torque programming and separately driven rewind. Other features are roll lock carriers and swing out mandrels.

Further information: circle 500

Tough specification with quiet operating levels.

High performance vane actuators developed

Initiation of a development programme at Serck Audco Valves Ltd, with the main objective of producing a price competitive, high-performance, light-weight and compact range of pneumatic actuators of ball and butterfly valves, has resulted in the introduction of four vane actuators which satisfy these criteria. Work in the latter stages of the programme was accelerated as a result of grant assistance under the Department of Industry's product and process development scheme.

Latest technology

Utilisation of the latest technology in the precision moulding of glass-reinforced polyester and injection moulding of elastomers allowed precisely moulded cases and sealing members to be produced economically. Torque outputs of the range of actuators extend from 60 Nm to 450 Nm inclusive.

The basic configuration of the smaller actuators is that of a single vane, while the largest actuator is of double vane design. This double vane configuration is complex from the production moulding viewpoint but its attraction is the compactness of the unit for the available torque output.

All actuator mounting details comply with the draft international standard ISO/DIS 5211/1 for multi- and part-turn actuators. The provision of adjustable stops which effectively control the vane sweep over a range of 80° to 100° allows accurate valve porting to be carried out upon assembly to valves. An integral part of the conventional actuated valve package is the provision of control valves and switching facilities.

The chemical resistant qualities of the case and drive shaft materials make the actuators ideal for use in corrosive atmospheres such as chemical plants or coastal environments, while their light weight makes them suitable for the transport industry.

Further information: circle 501

Keyboard follows trend to smaller computers

Apex Microsystems Ltd has developed a particularly compact alphanumeric keyboard, the MKB.01, to match current trends in computer equipment size. It is particularly suited to such applications as portable or mobile data entry systems, or as an alternative to conventional keyboards in small computer systems.

The MKB.01 is an 8-bit ACSII trimode keyboard, in ASR33 format, using metal oxide semiconductor (MOS) technology. The unit incorporates high reliability tactile response keyswitches with 12.5 mm spaced centres. Hard wire link and connector link options are available for selecting odd or even parity, upper case only or full character set, and positive or negative logic and strobe. The keyboard can be directly interfaced to the majority of electronic systems.

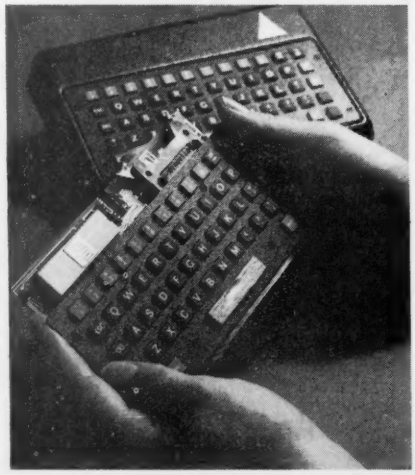
Two uncommitted switches are brought out to the connector to enable functions such as 'repeat', or 'shiftlock' to be implemented. The keyboard also provides two-key rollover to ensure the minimum of operational errors.

Single chip technology

The use of single chip technology enables specialist codes such as EBCDIC and Selectric to be implemented simply by changing the random access memory. A modular construction means that revised keyboard layouts can be easily achieved.

Further information: circle 502

Suitable for portable data entry systems.



Electrode boiler cuts steam-raising costs

Collins Walker Ltd has developed an automatic electrode steam boiler for space heating, air conditioning and water heating in factories, office buildings, hospitals, schools, hotels and swimming pools. Known as the ES range, the boilers can also be used for steam raising applications in the food processing industry, laboratories, engineering, chemical and sterilisation plants and similar locations requiring auxiliary steam raising plant to provide additional supplied where necessary, or for maintaining a steam supply at times of reduced demand when main steam raising plant can be shut down.

The standard automatic steam boiler can raise full steam in 15 minutes with outputs of 86 kg to 3800 kg steam per hour and pressures up to 10.3 bar which remains constant regardless of demand fluctuation.

The boiler is quiet and clean in use. The principle of operation is that the water is heated by passing electric currents directly in the water. The heat generated is exactly equivalent to the electricity expended and there can be no loss of energy in this conversion of water to steam.

Electrode steam boilers provide a simple way of converting surplus off-peak electricity into steam. Automatic peak control apparatus can be installed to prevent the load overstepping the maximum required to qualify for the economical 'maximum demand tariffs'. They do not require special housing, chimney or fuel store. They are supplied as complete packaged units ready for installation and can be installed alongside steam-using plant eliminating extensive piping costs.

Further information: circle 503

Centrifugal pump is self-priming

APV Kestner Ltd has introduced a self-priming version of its glandless vertical centrifugal pump designed to offer a broader range of applications. Elimination of any form of liquid shaft-sealing arrangement and the absence of glands, seals, bearings and neck-bushes inside the pump enable it to run dry for indefinite periods. This means it can be used for intermittent duties, such as the transfer of industrial effluent from a collection vessel to the treatment plant.

The pump can operate against a partially or fully closed discharge valve with the controlled leakage – or overflow – acting as a built-in by-pass. Control of the actual pump output is obtained by manipulation of the discharge valve. It is a 40 mm discharge unit with a nominal performance of 20 m^3/h, against a total differential of 20 m. Maximum suction lift is 3.5 m based on water and, for liquids with a high specific gravity, the suction lift decreases in direct proportion to the density.

The lower rotor-casing of the pump is extended by the addition of a diffuser casing in which an additional impeller operates within the diffuser ring. A priming pot, coupled to the pump suction and discharger is arranged so that it retains a sufficient level of liquid to ensure the bottom impeller is always covered. The pump will them prime itself automatically. Being vertical, it saves floor space.

Components are made from a strong compression moulded thermoplastic which is said to have good resistance to a range of acids, alkalis and abrasives used in the process industries at temperatures up to 100°C.

Further information: circle 504

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Mobile machine tackles many cleaning tasks

A new range of mobile cleaning machines has been developed by Wickham Industrial Equipment Ltd. Each machine is triple purpose, switching instantly from steam cleaning to hot or cold high-pressure washing. This makes them suitable for a wide range of cleaning tasks, including degreasing new cars, cleaning and sterilising factory and farm buildings, cleaning contractors' plant and preparing vehicles for MOT examinations.

There are six machines in the new range, offering operational rates of from 9 litres per minute to 20 litres per minute. The machines are completely self-contained, with integral fuel, water and detergent tanks. Mounted on oil-resistant rubber tyred wheels, the machines are complete with 9 m high-pressure hose, hand lance and solid stream and fan type jets.

A re-designed control panel is complete with push button and rotary starter switches, calibrated detergent metering valve and control valve to adjust the operational temperatures and pressures to suit the job being tackled.

Other optional features include fuel gauge, pressure gauge and an hour counter to enable cleaning jobs to be effectively timed. A trigger controlled hand lance is standard on the machines.

Further information: circle 505

Preparing a vehicle for MOT examination.

Temperature control with added reliability

Eurotherm Ltd has announced two additions to its range of solid-state temperature control equipment. Both instruments, it is claimed, break completely new ground in the process control field, and are based on well-proven microprocessors which give the modules decision-making capabilities as well as greatly simplifying internal circuitry. The simple, reliable design of these instruments is expected to give long service without trouble.

Type 211 is a programmer/temperature controller which permits any process programme to be preset in up to eight different levels and seven time segments between levels. The set programme is permanently displayed on a front-panel mechanical mimic, and can only be altered by the holder of a security key. The operator can reset the programme, or freeze it at any stage, and he also has provision for a fast run to save time on checking prior to operation.

The instrument can be specified with an integral high-stability controller, or can provide a set-point for an external controller. Levels and times are set up on a bank of 15 potentiometers; the first level setting potentiometer can be replaced by an external signal to ensure that the programme starts from the actual condition of the process.

Non-volatile memory

A non-volatile memory ensures that the programme information is retained in the event of power failure, and the programme will recommence when the supply is re-established. An optional 0 to 1 hour mains failure timer delay can be arranged to move the programmer into 'hold', 'reset' or 'fast run' if the set failure time is exceeded.

Type 145 is an indicator which provides highly accurate remote temperature readout on a 3½ digit LED display, and also has two alarm channels that can be set anywhere on the scale to remove from the operator the responsibility for action in abnormal conditions. Indication and alarms respond correctly to inputs and set-points below as well as above zero Centigrade so that, in addition to their normal functions of providing low and high-temperature alarms, the channels can be set to give two high-temperature alarms or two low-temperature alarms. The 145 can be specified to accept inputs from a wide range of thermocouples and thermometers, and a wide choice of display ranges is available.

Further information: circle 506

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

European community news

UK gets £27.4m from regional fund

Contributions of £27.4 million from the European regional development fund have been made by the European commission towards the cost of industrial and infrastructure projects in the UK.

This is the second allocation from the fund this year. The money relates to five industrial and 85 infrastructure projects located in the UK-assisted areas.

Northern England receives a total of £8,479,000, the north-west £4,446,000, Yorkshire and Humberside £557,000, and the south-west £79,000, a total of £13,561,000. Northern Ireland receives £5,312,000, Scotland £4,668,000 and Wales £3,837,000. This brings the total fund contribution to UK projects since the fund began in 1975 to £290.6 million.

The new allocation by the commission includes contributions towards the cost of national aids to the following two projects in England. This money will not be passed on to the businesses concerned but will be retained by the government and taken into account in determining future levels of regional investment.

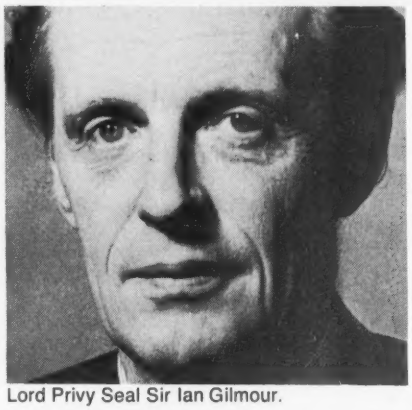
The fund contribution is for £3,066,700, and goes to Schreiber Industries Ltd, Runcorn, Cheshire, for a project dealing with bedroom and kitchen furniture, and to Lankro Chemicals Group Ltd, Eccles, Greater Manchester, for a project on chemical intermediates and speciality chemicals.

A detailed list of the industrial and infrastructure projects will appear in next week's *Trade and Industry*.

Ministers visit EEC

The government's positive attitude towards Europe is being projected in a series of bilateral visits to the rest of the community. On 5 June Mrs Thatcher met the French president. Lord Carrington, the foreign secretary, who accompanied her on this visit, went on to Bonn for a working dinner with Mr Genscher, the West German foreign minister. At the same time Sir Ian Gilmour, Lord Privy Seal, visited Brussels, The Hague, and Luxembourg, as part of the programme of visits designed to make the government's view on community affairs known to fellow member states in time for the Strasbourg summit on 21 and 22 June. The Italian premier is visiting Mrs Thatcher today (15 June) and talks with the Irish Republic's government should take place soon.

Foreign secretary Lord Carrington



Lord Privy Seal Sir Ian Gilmour.

The government's main concern is over British contributions to the EEC budget. Against the background of the present talks the budget presents a problem which will be put to the summit in no uncertain terms. It will be made clear that the UK is unhappy with the present financial commitment which is out of line with this country's comparative economic position in Europe. The UK pays the largest single contribution (over £1,000 million in 1980 is wanted) but is the seventh poorest member state in income and gross national product per capita.

Although the government is committed to active development of community interests, it believes it is in the long-term interests of all community members that anomalies should be rectified.

No immediate solution to the budget question is expected to be forthcoming but it is hoped that proposals will emerge in the foreseeable future to bring the UK's contributions down to an appropriate level.

Orkneys get EIB loan

The Orkneys are to receive a loan worth £1.45 million from the European Investment Bank to help meet the costs of various infrastructure works. The works will include harbour development, improvements to the water supply and sewerage facilities.

The loan is for 15 years at 9.95 per cent. It will help to pay half the cost of rebuilding administrative facilities at Scapa Harbour (Mainland), construction of 88 workers' houses (Mainland and South Ronaldsay), the first public water supply system on Eday and in North Hoy, improvements to the supply system in South Hoy, on Flotta and in Kirkwall on the mainland, plus sewerage works in Kirkwall to serve local industries.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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EEC grants to UK reach nearly £3bn

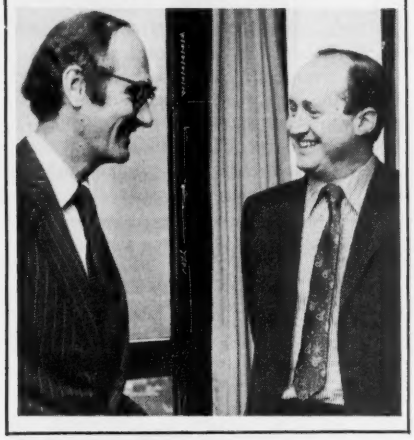
Grants and loans worth nearly £3 billion have been made to the UK by the European community since 1973, according to figures released by the European commission n 4 June.

Up to the end of 1978, grants totalling £747,126,000, and loans worth £2,099,392,000 had been allocated. This finance has been provided mainly to stimulate industrial investment and improve services like communications and water supply, bringing new jobs to the less prosperous regions. It is also intended to provide training for young people and those needing to change or find a new job; to modernise the coal and steel industries; and to encourage investment in agriculture and fisheries.

On a regional basis, Northern Ireland has received the most from the social fund with £39,911,084; Scotland the most from the regional fund with £69,783,896, from the agricultural fund, £14,323,758, and from European Investment Bank loans, £305.59 million; and north England from the European Coal and Steel Community, £223,464,000.

Trade secretary sees budget commissioner

Trade secretary John Nott, left, with Christopher Tugendhat, European commissioner responsible for the budget and financial control, on 5 June. They held detailed discussions on the EEC budget. Their talks also covered the European monetary system, the common agricultural policy, and fisheries.



Mfa: tariff classification of textile items

Under the multifibre arrangement (mfa) there have been changes in the tariff classification of certain imported textile products. These have come from discussions in the framework of the Committee on Common Customs Tariff Nomenclature in Brussels.

It is intended that, whenever possible, changes will be published in *Trade and Industry* well in advance of their implementation. The following summarises the position on a number of changes in classification practice implemented in the recent past.

Knitted shawls and scarves. Formerly regarded as 'other outer garments' (tariff sub-heading 60.05 AIIb)4.ijij)), knitted shawls and scarves are now to be classified in tariff sub-heading 60.05 AIIb)5. as 'clothing accessories'. Comparable products made from woven materials remain classified in tariff heading 61.06 as before.

Shorts. The change in the classification of shorts affects only those garments classified in tariff headings 60.05 and 61.02 where there are no sub-headings catering specifically for shorts. They were formerly classified in the sub-heading for 'trousers' but are now to be regarded as 'other outer garments' and classified in sub-headings 60.35 AIIb)4.ijij) or 61.02 BIIe)8. Men's shorts of woven material remain classified in tariff sub-headings 61.01 BVd).

Ski suits. Ski suits of an anorak top and bib-and-brace trousers and formerly classified as 'suits' are now to be classified as 'other outer garments' in tariff sub-headings 61.01 BVf) for men or 61.02 BIIe)8 for women.

Further information on the tariff classification of articles of textile apparel may be obtained from HM Customs and Excise, ICB3, Kings Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2392.

Anti-dumping duties made definitive

The European commission has established to its satisfaction that material injury has been caused to the community iron and steel industry and has therefore decided to make definitive the anti-dumping duties on certain iron and steel goods originating in Spain but consigned from a country which is not a member of the European communities.

The goods are:

73.13 Bla: sheets and plates of iron or steel, other than electrical sheets and plates, not further worked than hot-rolled, of a thickness of 2 mm or more (ECSC), originating in Spain and consigned to the community from another country.

This duty replaces a provisional duty which has been in effect since 3 March 1979. The duty will be collected on imports on or after this date of the goods in question where they originate in Spain but are consigned to the European community from another country. The provisional duty on imports of these goods originating in and consigned from Spain was revoked with effect from 11 April.

The rate of duty is variable and is designed to bridge the difference between the cif duty-paid price of a consignment and the import reference price published by the European commission. However, the amount of duty will be proportionately reduced if the importer satisfies Customs and Excise that the import price is lower than the import reference price because of the inferior quality of the goods.

In addition, no duty will be payable on Spanish imports consigned from third countries intended for shipbuilding yards within the community if the importer makes written application to Customs and Excise.

CBI to hold patent conference

A conference on the European patent is to be held at the Confederation of British Industry on 4 July to give British business a chance to evaluate the performance to date and the prospects for the European system and to question experts.

The conference is being presented by CBI in association with the Trade Marks, Patents, and Designs Federation and will be addressed by the president of the European Patent Office, supported by the vice-president of the examining division of the office.

The conference will be chaired by the chairman of the CBI's industrial property panel, Mr C. G. Wickham. Other speakers will include the assistant comptroller of the UK Patent Office and patent experts from industry and private practice in the UK and the EEC.

Details can be obtained from Karen Castle, Confederation of British Industry, 21 Tothill Street, London SW1H 9LP, tel. 01-930 6711.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Oils, fats and oilseeds. Regulation (EEC) 1036/79 amending regulation (EEC) 557/79 laying down detailed rules for the application of the system of consumption aid for olive oil (*Official Journal* L130, 29 May 1979).
Regulation (EEC) 1037/79 amending regulation (EEC) 205/73, (EEC) 2041/75 and (EEC) 3136/78 on olive oil (*Official Journal* L130, 29 May 1979).

Cereals and rice. Regulation (EEC) 1055/79 laying down the conditions for granting carry-over payments for stocks of common wheat, rye intended for human consumption and maize remaining at the end of the 1978-79 marketing year (*Official Journal* L133, 31 May 1979).

Seeds, plants and plant products. The *Official Journal* C132, 28 May 1979, contains the text of the first supplement to the fifth complete edition of the common catalogue of varieties of vegetable species. Copies of *Official Journal* C132 may be obtained from HMSO, price £1.20 plus postage.
Decision 79/508/EEC amending decision 78/476/EEC on the equivalence of checks on practices for the maintenance of varieties of agricultural plant species and vegetable seeds carried out in non-member countries (*Official Journal* L133, 31 May 1979).
Corrigenda. The *Official Journal* L130, 29 May 1979, contains the following correction to:
Directive 77/93/EEC on protective measures against the introduction into the member states of harmful organisms of plants or plant products published in the (*Official Journal of the European Communities* L26, 31 January 1977):
Cover page and page 20, title,
for: 'Council directive 77/93/EEC of 21 December 1976 on protective measures against the introduction into the member states of harmful organisms of plants or plant products'
read: 'Council directive 77/93/EEC of 21 December 1976 on protective measures against the introduction into the member states of organisms harmful to plants or plant products'.

Imports from non-member states

The *Official Journal of the European Communities* L130, 29 May 1979, contains the texts of the following decisions which authorise the relevant states to refuse entry to the specific goods. The decisions relate to varying periods; full details are set out in the relevant decisions.
Decision 79/498/EEC authorising Ireland not to apply community treatment to woven table linen, toilet and kitchen linen, other than of cotton terry fabric, falling within subheading ex 62.02 B of the common customs tariff (Nimexe codes 62.02-41, 43, 47, 65, 73, 77) (category 39), originating in India and in free circulation in the other member states.
Decision 79/499/EEC authorising Ireland not to apply community treatment to track suits of knitted or crocheted fabric, not elastic or rubberised, of wool, cotton or man-made textile fibres, falling within subheading ex 60.05 AII of the common customs tariff (Nimexe codes 60.05-16, 17, 19) (category 73), originating in South Korea and in free circulation in the other member states.

Harmonisation of legislation

Motor vehicles and trailers. The *Official Journal* L128, 26 May 1979, contains the texts of the following directives:
Directive 79/488/EEC adapting to technical progress directive 74/483/EEC on the approximation of the laws of the member states relating to the external projections of motor vehicles.
Directive 79/489/EEC adapting to technical progress directive 71/320/EEC on the approximation of the laws of the member states relating to the braking devices of certain categories of motor vehicles and their trailers.
Directive 79/490/EEC adapting to technical progress directive 70/221/EEC on the approximation of the laws of the member states relating to the liquid fuel tanks and rear underrun protection of motor vehicles and their trailers.
Further information: Department of Industry, Vehicles Division, Ashdown House, 123 Victoria Street, London SW1E 6RB, tel. 01-212 0579. Copies of the *Official Journal* L128 may be obtained from HMSO, price 60p plus postage.

Overseas trade news

Britain's energy show 'appropriate to China's needs says Duke of Kent

Britain's largest exhibition ever held in China – the energy exhibition – was opened on 6 June by the Duke of Kent, vice-chairman of the British Overseas Trade Board, and Mr Li Qiang, China's minister of foreign trade. Over 360 UK firms were taking part.

At the opening ceremony the Duke said that the exhibition reaffirmed Britain's readiness to co-operate with China in its modernisation programmes and that the show would also display the wide range and the high standard of technology that British firms could offer over the whole energy field.

He continued: 'Close industrial ties are developing between Britain and China in many sectors and we are confident that they are going to expand considerably in the future. We in Britain know of the great achievements of the people of China and have read a great deal about your modernisation plans.'

Formidable task

The UK recognised the formidable tasks that China was undertaking. 'We also understand the difficult decisions you face as to how you should set about achieving your aims and especially the question as to which of those aims should be given priority,' he said.

But, the Duke stressed, whichever sector was modernised and whatever priorities were decided, no plans would be realised without an increased supply of energy. 'Energy, whether in the form of fuel or of electrical power, is the basic underpinning of modern industry and it is for this reason that we believe this exhibition is particularly appropriate to the needs of China at this time.'

Wang Yaoting, president of the China Council for the Promotion of International Trade, also attended the opening of the exhibition and said that the exhibition provided a good opportunity for Chinese workers and technicians in their efforts to develop our petroleum and power industry. It also enabled visitors to learn from the British people.

Wide-ranging discussions

About 200 000 technicians, specialists and visitors would be attending the exhibition and extensive contacts and wide-ranging discussion would take place between the technicians and trade personnel from both sides, he said.

Appointment links overseas projects board and construction industry

R. E. Aldred, chairman of Taylor Woodrow International, has been appointed to the Overseas Projects Board, by the chairman, Mr H. W. A. Francis, to provide a link between the board and the Export Group for the Constructional Industries.

Mr Aldred also holds directorships in a number of other construction companies. He is also a member of the council and chairman of the major contractors' committee of the Export Group for the Constructional Industries.

The Overseas Projects Board is the recognised focal point for consultation between industry and government on problems and matters of interest arising in the pursuit of overseas projects business. Members include top-level representatives of industry and senior officials of government departments.

The Overseas Projects Board, which was set up by the British Overseas Trade Board, advises the Overseas Projects Group (OPG). OPG co-ordinates official assistance, at home and abroad, to firms pursuing major contracts in large capital projects overseas.

The Duke of Kent meets China's premier Hua Guofeng in the Great Hall of the People in Peking on 7 June.

ECGD resumes medium-term cover for exports to Chile

Cover for UK exports to Chile sold on medium-term credit is being restarted by the Export Credits Guarantee Department.

In 1972, ECGD decided that cover for exports to Chile should be restricted to goods sold on credit terms of no more than 180 days; an arrangement that has continued until now. This restriction of ECGD cover became necessary when Chile defaulted on its medium-term commercial debts in the face of a serious deterioration in its economy. But the greater part of these old debts has now been repaid in accordance with the agreed timetable.

ECGD's decision is based on its normal commercial assessment of the overseas risks and takes into account the improvement in Chile's economic performance. The credit insurance agencies of most other trading nations have recently restored medium-term cover.

ECGD will shortly be sending policyholders formal notice of this change; in the meantime it is prepared to consider applications for cover.

. . . and backs loans to USSR and Mexico

Loans worth well over $100 million for Mexico and the USSR are being backed by the Export Credits Guarantee Department.

The first, a $82.45 million loan which Morgan Grenfell, acting on its own behalf and for a syndicate of banks, has made available to Vneshtorgbank, the Soviet bank for foreign trade, is to help finance the $97 million contract awarded to Davy International (Oil and Chemicals) Ltd by V/O Techmashimport for the supply of an alpha-olefins plant to be built in Nishnekamsk in the Tartar Republic. Commissioning is scheduled for late 1984.

This loan brings the amount of foreign currency finance backed by ECGD since the

foreign currency finance scheme was introduced in 1977 to over $3.000 million.

The second loan – $35 million – which William and Glyn's Bank Ltd has made available to Diesel Nacional SA, Mexico will help finance a $42 million contract for diesel engines and engine kits which Cummins Engine Co Ltd will supply from its Darlington factory.

This is the third ECGD-backed buyer credit since 1976 to finance diesel engines supplied from Darlington by Cummins to this buyer.

British industry gains over £90m from overseas aid

British industry received over £90 million in March and April from orders arising from grants and loans to the developing countries made under Britain's aid programme and administered by the Crown Agents.

The following were among the largest contracts for goods over £20,000 accepted for financing in March and April, including earlier contracts now accepted for reimbursement from aid funds:

A diesel generator and spares for Anguilla from Petbow Ltd, Sandwich, Kent; aviation fuellers for airport work in Bangladesh from Taymech Aviation Equipment, Feltham, Middlesex; safari radio telephones for Ghana from Redifon Telecomms, London; a gas turbine mobile power station for Guyana from GEC Gas Turbines Ltd, Whetstone, Leicester; tufting machines for India from Edgar Pickering Ltd, Blackburn, Lancs; gas turbine generators for India from John Brown Engineering Ltd, Clydebank, Dunbartonshire; mobile clinics and spares for India from Seward Surgical, London; lightbuoys and moorings for Indonesia from Aga Navigation Aids Ltd, Brentford; Land-Rovers for the Ivory Coast from International LR Supply, Luton; an irrigation system of sprinklers and pumps for the Ivory Coast from Wright Rain Ltd, Ringwood, Hampshire; ductile iron pipes and fittings for Jordan from Stanton and Staveley, Nottingham; communications equipment for Kenya from Marconi Communications Systems, Chelmsford, Essex; workshop trailers and tankers for Mozambique from Scottorn Trailers, Chartridge, Chesham, Bucks; machine tools for Somalia from John Hall Ltd, Cardiff; servicing equipment and tools for diesel fuel injection machinery for Sri Lanka from Leslie Hartidge Ltd, Buckingham; locomotive spares for the Sudan from Hunslet Holdings Ltd, Leeds; bitumen heaters for the Sudan from Phoenix Engineering Co Ltd, Chard, Somerset; engine components for Tanzania from Mirlees Blackstone, Hazel Grove near Stockport; mixers and dumpers for Zambia from Liner Ltd, Gateshead, Tyne and Wear; textile machinery spares for Zambia from Platt Sizing, Bolton, Lancs; a cold storage plant for Zambia from Rabtherm International, Walsall; and a pressure-forming machine for the manufacture of plastic packaging for Zambia from Ridat Engineering Co Ltd, Wokingham, Berkshire.

London chamber backs Salima joint venture

For the sixth consecutive year the London Chamber of Commerce and Industry is organising a joint venture with the British Overseas Trade Board at the international food exhibition (Salima 80) to be held at Brno from 20 to 27 February 1980. Joint-venture terms have been agreed which provide space and standfitting at subsidised rates, financial contributions for stand representatives to help with travel costs, and returned freight rebates for exhibits.

The 1979 joint venture was made up of 22 exhibitors and, the chamber says, nearly all reported a highly satisfactory participation and announced their intention of taking part next time.

Salima is now established as one of the leading food and food processing equipment events in eastern Europe and covers an area of 40 000 m². This year's show attracted 752 exhibiting companies from 34 countries, indicating high priority the Czechoslovaks are placing on the expansion of their food industry.

Salima 80 will cover food, food processing machinery and all equipment and services relevant to the industry including equipment and services for the meat industry, slaughterhouses, meat processing, the dairy industry, flour mills, bakeries, breweries, fish processing and deep freeze, dressing storage and processing of fruit and vegetables, packaging machines and food inspection machinery.

Further information including details of joint-venture financial assistance and an application form, which must be returned by 27 July, can be obtained from C. J. Land, Exhibition Manager, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

Ghana: situation returning to normal

Following the coup d'etat in Ghana on 4 June, the British high commission says that the situation appears to be returning to normal and that they see no reason at present why businessmen planning trips to this market should not undertake them.

Inquiries: Commercial Relations and Exports Division, Department of Trade, 01-215 3064.

El Salvador accedes to international copyright convention

The Copyright (International Conventions) (Amendment) Order 1979 (SI 577 1979), made on 31 May, comes into operation on 21 June 1979. It takes account of the accession of El Salvador to the Universal Copyright Convention. Copies of the order may be obtained from Sales Branch, The Patent Office, St Mary Cray, Orpington, Kent.

Israel-Egypt treaty signals new export opportunities

New opportunities for British exports to Israel have been created as a result of the recent peace treaty between Israel and Egypt. Military installations are to be transferred to the southern part of the country, and Israeli resources are already too far stretched to take on all the work involved. Opportunities also exist for subcontracting (United States' firms being the main contractors), sales of heavy vehicles and other types of capital equipment, construction materials, prefabricated buildings, pipes and cables.

Scope for the import of British consumer goods generally is also increased. The Israeli public values British consumer goods, clothing and foodstuffs, for their traditional quality and reliability, and the standard of living is comparable to that of the UK.

Overall, Britain is one of Israel's main trading partners, ranking as its second or third overseas supplier. Last year, trade in both directions totalled £433 million. Israeli exports to the UK are increasing rapidly, and last year exceeded the value of imports (excluding diamonds) from the UK for the first time.

Israeli businessmen enjoy a high reputation for prompt payment; ECGD cover is available, with British and Israeli banks co-operating on lines of credit. Financial services are well-developed and there are active chambers of commerce and an efficient credit-rating organisation. Israel also welcomes investment and joint-venture operations, giving them attractive financial incentives.

Colin Imray, commercial counsellor at the British embassy, Tel Aviv, is now undertaking a duty tour of the UK. During this tour, he will be speaking at informal seminars on 'Trading with Israel and with the West Bank'. These have been arranged by the chamber of commerce for each city on: 19 June, Manchester, 11.30; 26 June, Glasgow, 11.00; 5 July, Leeds, 15.45; and 9 July, London, 16.00.

Mr Imray will be accompanied by a senior member of the British overseas trade group for Israel (BOTGI). and there will be opportunities for informal discussions following the seminars.

Interested readers should contact: Manchester, Mr Arrandale, tel. 061-832 5574; Glasgow, Mrs Kelman, tel. 041-204 2121; Leeds, Mrs Robinson, tel. 0532-443 171; and London, Mr Readman, tel. 01-248 4444, or Mr Wills, Secretary BOTGI, tel. 01-935 4422 ext. 7477.

Report studies overseas export clothing market

'Exporting makes good commercial sense for most clothing manufacturers' is one of the conclusions of a new report by the Clothing Economic Development Committee of the National Economic Development Office. The report examines the commercial case for exporting and investigates incentives, obstacles and forms of assistance available and identifies the main requirements for exporting success.

Policies

The policies, organisations, methods and resources required for success used by export firms were studied. The survey included 32 mainly successful exporters and eight non-exporters in the UK, drawn from the men's and women's outerwear, children's wear and corsetry and swimwear sectors of the clothing industry. Ten of the UK exporters interviewed achieved an annual average compound growth rate of 44 per cent for exports as compared with 17 per cent for their home market sales over the period 1973-77.

The study demonstrates that, with the right approach, exporting makes good commercial sense. All of the successful UK exporters claimed to have obtained at least one of the following major benefits from their export activities, leading to improved profitability; increased turnover and/or margins; a 'sharpened' product range; reduced dependence on the home market; and a broadened customer base.

Increased exports, enhanced productivity and import substitution are the three main elements/aims of the Clothing EDC's strategy for the industry.

'Quickly! That shipment of bikinis to Iceland – make them fur-lined!'

To achieve the export target of £1,000 million plus by 1981 will require an annual average increase in the industry's exports of 22 per cent in both 1979 and 1980. The study was conducted on behalf of the export advisory group of the Clothing EDC and the Clothing Export Council by Deloitte, Haskins and Sells.

Availability

The report, 'Increasing your profits in overseas clothing markets', is available, price £1.50 (£1.76 post paid), from Nedo Books, 1 Steel House, 11 Tothill Street, London SW1H 9LH.

Trade minister in Singapore

Trade minister Cecil Parkinson (left) arrives by Concorde in Singapore at the start of an intensive two-week long series of trade talks in Jakaria, Manila, Kuala Lumpur and Singapore. He is seen here being greeted by Bob Low, first secretary (commercial) at the British High commission in Singapore. In the centre is Hugh Davies, first secretary and head of chancery. Mr Parkinson led the British delegation to Unctad V during the closing days of the conference.

Safety approval scheme for freight containers

An international convention, designed to maintain a high level of safety in handling and transporting freight containers and so ensure their free passage between countries reached its first stage when the government's arrangements for implementing the convention have been published by the Health and Safety Executives.

The international convention for safe containers was ratified by the UK in March 1978 after consultation with both sides of industry. The convention will require each container entering or leaving a ratifying state after 6 September 1982 to have been officially approved as safe and to bear a safety approval plate as evidence of this. The plate will ensure the container's free passage in all ratifying states unless it has become obviously unsafe in transit.

'International convention for safe containers (CSC): initial arrangements in GB for the approval of containers', (HMSO 50p plus postage) sets out the arrangements in Britain under which manufacturers and owners man obtain approval of their containers so that they will comply with the convention when it comes into effect. Approval of new and existing containers will be carried out by a number of organisations appointed by the executive.

New containers will be submitted to one of these organisations either as individual containers or as examples of a design type, in which case all containers of that type may be granted approval subject to certain conditions.

Existing containers can be given approval if the user can demonstrate that they are of a design already approved under similar arrangements, or that a container of the same design has been in safe use for two years or more. Alternatively, if the user is unable to provide this evidence, he should submit his containers for approval as if they were new.

So far, the convention has been ratified by 22 nations, including the United States, France, West Germany, Japan and the USSR. The European commission has also proposed that all other EEC member states should ratify the convention by 1 January next year, but this has not as yet been agreed.

Six organisations to approve containers under the new arrangements have been appointed so far. These are: British Engine Insurance Co Ltd, Longbridge House, Manchester M60 4DT; Cornhill Insurance Co Ltd, 57 Ladymead, Guildford; Commercial Union Assurance Co Ltd, Pembroke House, 40 City Road, London EC1P 1EE; Lloyds Register Industrial Services, Norfolk House, Croydon CR9 2DT; National Vulcan Engineering Insurance Group Ltd, St Mary's Parsonage, Manchester M60 9AP; Scottish Boiler and General Insurance Co Ltd, Windsor House, 250 St Vincent Street, Glasgow.

A consultative document, 'Freight containers (safety convention) regulations', was published on 28 February by the Health and Safety Commission. The document proposed regulations to implement the control provisions of the convention, and comments on the proposals are under consideration. It is intended that the regulations will be made in time to come into effect on 6 September 1982.

THE publishes survey on technical exports to Algeria

A new survey, 'Focus on Algeria' produced by Technical Help to Exporters (THE), the advisory service of the British Standards Institutions sets out to unravel the acceptability of different standards systems in Algeria. Though it is a country still in the early stages of industrial development and has no national standard specifications, THE says that contractors may be dismayed by the conflicting and changing requirements there of various companies and authorities.

'Focus on Algeria' opens with a foreword and introduction which deal with the history and physical features of the country and give some idea of the kinds of problems faced by exporters. It then provides a substantial list of organisations likely to be encountered and their scope, including the many national organisations responsible for specific areas of industry and public services, research centres and inspection authorities.

The next main section deals with specific known technical requirements, devided into six areas – building, main services, mechanical plant, instrumentation, industrial pollution, and electrical installations and equipment. Other sections tackle legal aspects of industrial contracts, including safety of workers and insurance of work, and topics such as language, port handling, customs clearance, local labour, payment and transport. Organisations and their addresses are listed in a number of ways for ease of reference – by acronyms and abbreviations, and by both French titles and their English titles and/or translations.

'Focus on Algeria', price £11 to THE members and £17 to non-members, can be obtained from THE Sales Office, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts, tel. 0442-3111.

. . . and runs seminar on understanding ASME

A three-day, in-depth seminar on the American Society of Mechanical Engineers' nuclear code is being arranged by Technical Help to Exporters, at the Metropole Hotel, National Exhibition Centre, Birmingham, from 25 to 27 June.

The lecturers at the seminar will be three experts from Teledyne Engineering Services, a United States based company. They will interpret the code 'design of nuclear class 1 pressure components', providing conference delegates with up-to-the minute information based on direct experience

Compliance with the ASME boiler and pressure vessel code, section III, 'nuclear power plant components' is mandatory for all related products sold in the United States and is also demanded in most other countries where ASME is recognised.

Further details from Gordan Graham Promotion Services Department, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. Hemel Hempstead 48411.

Don't go to Paris only, embassy advises

From Peter Gregory-Hoad, first secretary (commercial), British embassy, Paris

Nearly 2500 British businessmen visited the commercial department in the British embassy in Paris last year. But fewer than 300 called at the five consulates-general in Bordeaux, Lille, Lyon, Marseille and Strasbourg.

While we in the embassy are always delighted to see any British business visitor in Paris, we would like to encourage more of them to call on the commercial sections of the consular posts to exploit the enormous fund of commercial knowledge and advice available on the extensive regional markets.

France is unquestionably more centralised than the UK, and most of the key decisions are made in Paris, but an intimate knowledge of the local business scene, including local politicians and other high-level contacts is important and can be of great use to any business visitor. Gone are the days when the consulates-general did not involve themselves in commercial work. Indeed, one of the prime reasons for having consulates-general is to ensure adequate coverage in the provinces. The overall view, political and economic that a consul-general and his staff are able to obtain and the high prestige that they enjoy can make their interventions particularly effective.

The consulates-general, apart from giving advice on the market, also hold commercial presentations for individual companies wanting to sell in their regions and for groups of manufacturers of traders sponsored by a trade association. Several presentations in the fields of textiles, food and garden equipment have already been given in the consulates-general.

We hope, therefore, that British business visitors to France, wishing to penetrate the market, will include in their itinerary the consulates-general, and not forget, when preparing their sales approach, the enormous help that the consulates-general can give on the local scene.

The addresses and telephone numbers of the consulates-general are as follows:

15 cours de Verdun, 33081 Bordeaux Cedex, tel. 52 28 35/36, 52 89 51, 52 48 86/87.

11 Squire Dutilleul, 59800 Lille, tel. 52 87 90.

24 rue Childebert, 69288 Lyons Cedex, tel. 37 59 67, 42 46 49.

24 ave du Prado, 13006 Marseille, tel. 53 43 32, 37 66 95.

10 rue du Général, de Castelnau, 67001 Strasbourg Cedex, tel. 36 64 91/3.

East German delegation visits Manchester chamber

Next Wednesday, 20 June, the commercial section of the embassy of the German Democratic Republic and the Chamber of Foreign Trade of the GDR will be holding a presentation at Manchester Chamber of Commerce and Industry.

The main speaker will be Dr G. Monckemeyer, vice-president of the Chamber of Foreign Trade and member of the people's chamber. He will discuss the scientific/technological potentials of the GDR and the possibilities for trade between the GDR and Britain.

Dr Monckemeyer will be joined by Karin Straubinger, deputy director general of the Central Bureau for International Licensing Trade, who will talk about GDR's licensing policy and the possibilities of exchanging know-how.

Adolf Bauer, director of Holz und Papier Export-Import, will discuss the efficiency of the GDR's furniture and fixture industry.

Accompanying the delegation will be Angelika Bautz, director of the Chamber of Foreign Trade, representing some of the GDR's foreign trade enterprise and commercial section of the GDR embassy in London.

Manchester chamber plans New York mission

To promote and stimulate interest in the north American market, Manchester Chamber of Commerce and Industry is arranging a scatter mission starting at New York on 22 October with a briefing at the British Trade Development Office.

This type of mission, which is planned to offer a minimum of constraint on members' movements, has proved to be very popular with the small to medium-sized companies wanting to investigate the United States or Canadian markets.

Further details and application forms, which must be returned by the end of June, from the Manchester Chamber of Commerce and Industry, Ship Canal House, King Street, Manchester M60 8AH, tel. 061-832 5574.

Seminar on trade with China

A working party on Chinese exports, set up by the 48 Group, which recently visited Peking, Shanghai, Tientsin and Tsingtao, will report at a one-day seminar to be held under the chairmanship of the Earl of Bessborough at Beaver Hall, Garlick Hill, London, on 21 June.

Members of the working party will answer questions on the subject of buy-pack, countertrade, and joint ventures.

Further details can be obtained from the 48 Group of British Traders with China, 25 Bedford Row, London WC1R 4HD, tel. 01-405 2963.

Seminar on private investment in Saudi Arabia

Saudi Arabia's Minister for Industry and Electricity Dr Ghazi al Gossaibi will talk to an afternoon seminar on 21 June, organised by the Confederation of British Industry, on private sector investment in Saudi Arabia.

With Dr al Gossaibi will be deputy ministers Dr Ahmad Tuwaijry (industry) and Sheik Yusuf al Hamdam (commerce) who will also be available for questions following the talk.

The panel will be completed by John Gray, commercial counsellor at the British embassy in Jedda, and David Llewellyn, managing director of D R Llewellyn and Associates, a firm currently operating in Saudi Arabia.

The seminar will be chaired by Lord Selsdon, chairman of the committee for Middle East trade and a director of Samuel Montagu.

Further details can be obtained from Christine Prentice at the Confederation of British Industry, tel. 01-930 6711.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1741: imports of textiles from Bulgaria

The EEC commission has negotiated and initialled a multifibre arrangement (mfa) type agreement with Bulgaria on trade in textiles for the calendar years 1979, 1980, 1981 and 1982. The agreement, which provides for Bulgaria to restrain at agreed levels exports to the community of certain textile products intended for domestic consumption, applies from 1 January 1979.

Pending announcement of community legislation to conclude the agreement, its provisions are being operated de facto as set out in the following paragraphs. Should the subsequent legislation result in any change in the provisions outlined here a further notice to importers will be issued.

The textile items covered by the agreement for which 1979 quota levels have been agreed are set out by category in the annex (for full descriptions see notice to importers 1691, *Trade and Industry*, 28 July 1978).

Transitional measures

The Bulgarian authorities will not start issuing export certificates until later this year. Import licences will be issued by Import Licensing Branch, up to a total of 60 per cent of each quota level, against application on form ILB/A supported by evidence (ie bill of lading or airwaybill only, dated 1 January or later) that the goods have been shipped between 1 January and 31 July 1979. This period may vary and a further notice will be issued as and when Bulgaria is able to begin export administration.

If an import licence is required before shipment can take place, traders should submit with their application, on form ILB/A, evidence from their supplier of a confirmed order and of the intended date of shipment. Traders are requested to return promptly to Import Licensing Branch any import licences which are in the event unused, or only partially used.

Existing restrictions

Textile goods outside the mfa categories, which are currently restricted when originating in Bulgaria will remain under restraint.

Goods already licensed against the mfa categories set out in notice to importers 1718, *Trade and Industry*, 5 January 1979, will where still subject to restraint be counted against the new quota limits in the annex.

Goods no longer subject to restraint

Textile goods within mfa categories other than those set out in the annex to this notice, which were restricted when originating in Bulgaria, have now been removed from restriction.

Goods not now subject to restriction will however still be subject to UK surveillance licensing arrangements, as set out in notice to importers 1694, *Trade and Industry*, 4 August 1978, and traders are reminded that restrictions may be re-imposed if circumstances so warrant.

Imports for re-export

Imports of restricted textiles from Bulgaria are not set off against the quotas if they are re-exported in the same state or after limited processing.

The general import licensing arrangements for restricted textiles re-exported from the UK are set out in notice to importers 1740, *Trade and Industry*, 18 May 1979.

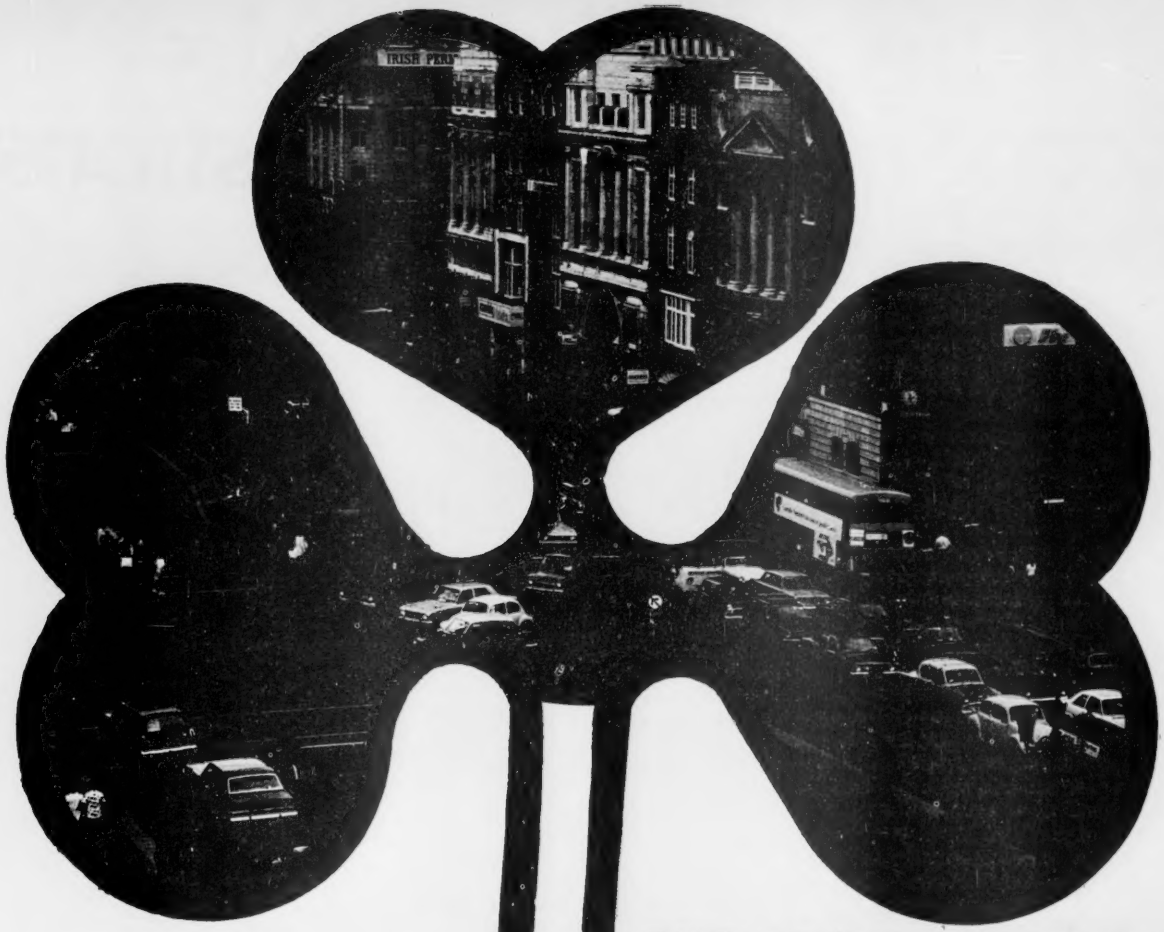
UK import surveillance

In addition to the goods covered by this notice and by other notices to importers setting out restrictions on the importation of textiles, most other textiles and certain other items from non-EEC countries are subject to UK surveillance licensing arrangements. Descriptions of the goods and the licensing arrangements are set out in notices to importers 1694 and 1695.

Inquiries: Import Licensing Branch, 01-603 4644 ext. 280.

Cat. No.	Units	Quota	Cat. no.	Units	Quota
1	tonnes	15	12	000 pairs	190
2	tonnes	55	13	000 pcs	50
of which,			14B	000 pcs	18
not more			15B	000 pcs	30
than			16	000 pcs	15
2(IL)	tonnes	11	17	000 pcs	12
3	tonnes	3	19	000 pcs	100
of which,			20 + 39	tonnes	40
not more			22	tonnes	40
than			32	tonnes	20
3(IL)	tonnes	1	33	tonnes	40
4	000 pcs	33	37	tonnes	20
5	000 pcs	105	50	tonnes	44
6	000 pcs	24	66	tonnes	20
7	000 pcs	30	76	000 pcs	to be notified later
8	000 pcs	45			
9	tonnes	40			

IL inner limit.



MARKET ON THE MOVE

Trade and Industry special report on trade opportunities with the Republic of Ireland

Published with the 15th June 1979 issue

On 1 July, the Republic of Ireland will assume the presidency of the EEC council of ministers for the next six months. In this special report, Maureen Miller takes a close look at the Republic's recent dynamic economic performance and examines its prospects as a growing industrial and commercial force.

Trade and Industry editorial address:
Eleventh floor, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 6088

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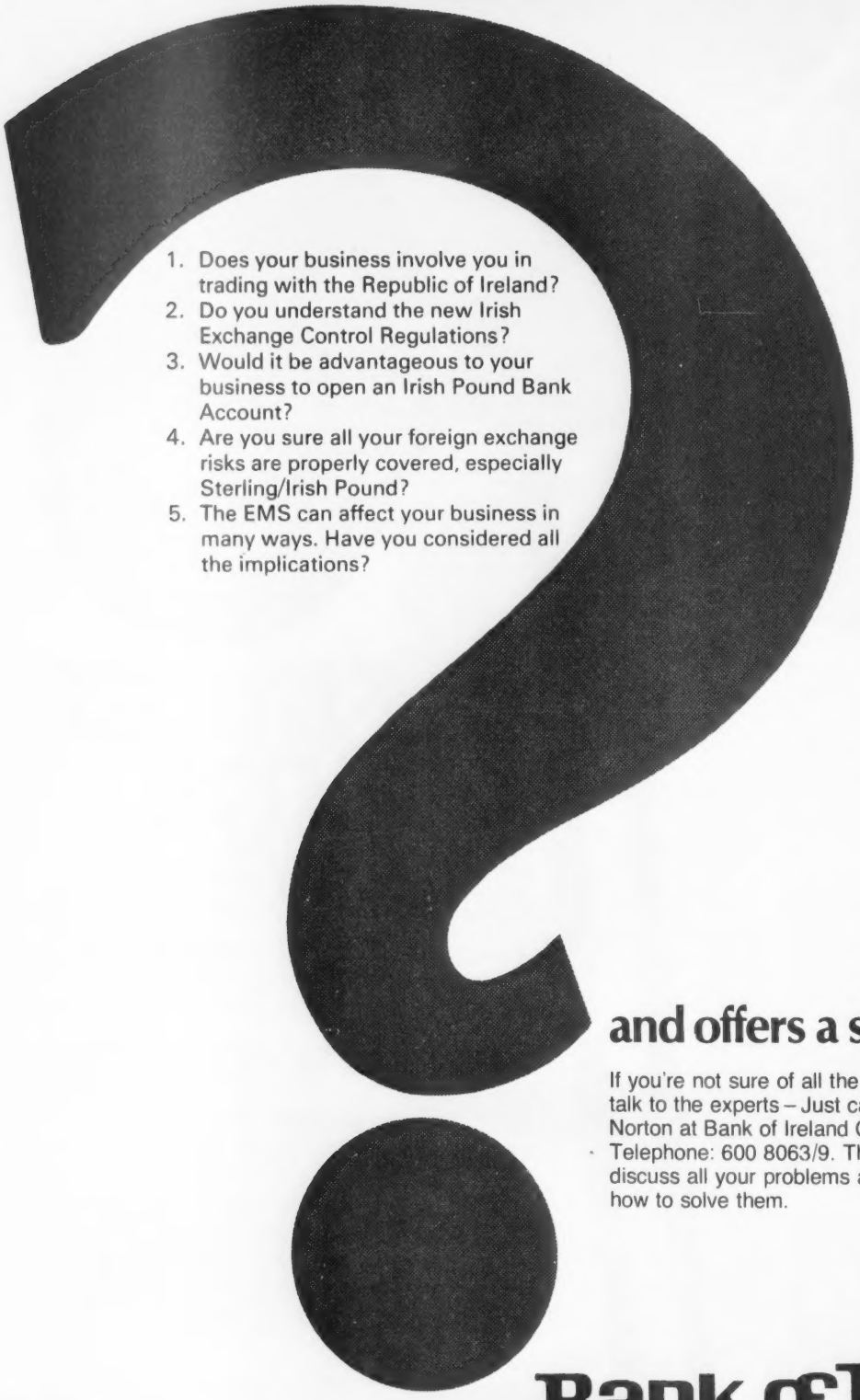
Ireland's Bank asks some important questions:



1. Does your business involve you in trading with the Republic of Ireland?
2. Do you understand the new Irish Exchange Control Regulations?
3. Would it be advantageous to your business to open an Irish Pound Bank Account?
4. Are you sure all your foreign exchange risks are properly covered, especially Sterling/Irish Pound?
5. The EMS can affect your business in many ways. Have you considered all the implications?

and offers a simple answer.

If you're not sure of all the answers yourself, why not talk to the experts – Just call Hugh Rafferty or Des Norton at Bank of Ireland City Office, London. Telephone: 600 8063/9. They will be pleased to discuss all your problems and give you good advice on how to solve them.

Bank of Ireland

Woolgate House, 25 Coleman Street, London EC2R 5BT. Tel: 600 8063/9. Telex: 885751/2.

Europe's fastest growing economy

The Republic of Ireland has the fastest growing economy in western Europe. This dynamic growth owes much to an inflow of foreign investment, a sharp rise in exports and an acceleration in domestic demand. This article reports on the major factors that have contributed to the Republic's outstanding economic performance in recent years and on the prospects for continued growth.

The Irish Republic is currently enjoying one of its most buoyant periods ever. Last year, for the second year running, the Irish economy topped the EEC league for growth rates of gross national product and exports. Membership of the European community has brought unprecedented prosperity to the Republic, once Europe's poor relation. And nowhere has this burgeoning wealth been more evident than among the farmers, who have emerged under the benefits of the common agricultural policy as the nation's new rich.

The impact of this relatively sudden, newfound prosperity on a society which, against a background of high emigration and unemployment, has experienced very little change in the past 60 years, is bound to send shock waves through that society's very structure, as confidence generated by an expanding economy arouses expectations of better living standards, even though they may not at first be sustainable.

So the Republic's rapid economic growth has not been entirely trouble free. Over the past couple of years, there has been a certain amount of industrial unrest – witness the post and telecommunications strike. And one of the keys to achievement of the government's economic and social targets will be its ability to generate enthusiasm for national development and to achieve a consensus with industry, the unions and the farmers about national goals and how to achieve them.

Nevertheless, spurred on by success over the last couple of years, the mood in business, industry and the country as a whole is of the 'never-had-it-so-good' brand of optimism, although the white paper 'Programme for national development 1978–81', published at the beginning of this year, admits 'We did well last year, but we're capable of doing even better'.

But to what does the Republic owe its dramatic economic turnaround, particularly since the recession years of 1974 and 1975? And what are the prospects for continued growth? Liam Connellan, chairman of the Confederation of Irish Industry, believes that economic pragmatism has been a key factor. He sums up the attitude of most businessmen as 'Whatever's the most economic way, let's get on with it'.

So far this approach has paid dividends. Although the Republic's experience of a drop in output during the recession was roughly the same as that of the OECD area as a whole – reaching a trough around 1975 – over the past couple of years its recovery has been more rapid and its economic performance healthier than most other OECD countries.

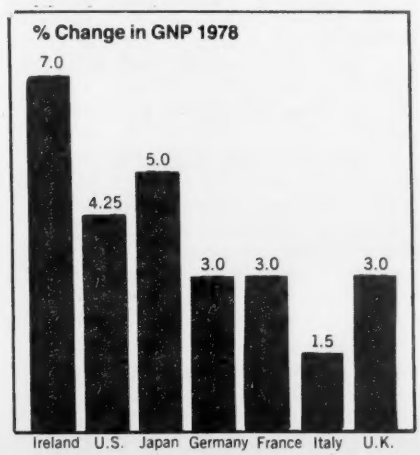
Last year's expansionary policy sustained a 7 per cent increase in gnp, nearly three times the EEC average of 2.5 per cent. And the outlook for continued fast growth is promising. Increases of 6.5 per cent in gnp this year and 7 per cent in 1980 are targets set in the white paper.

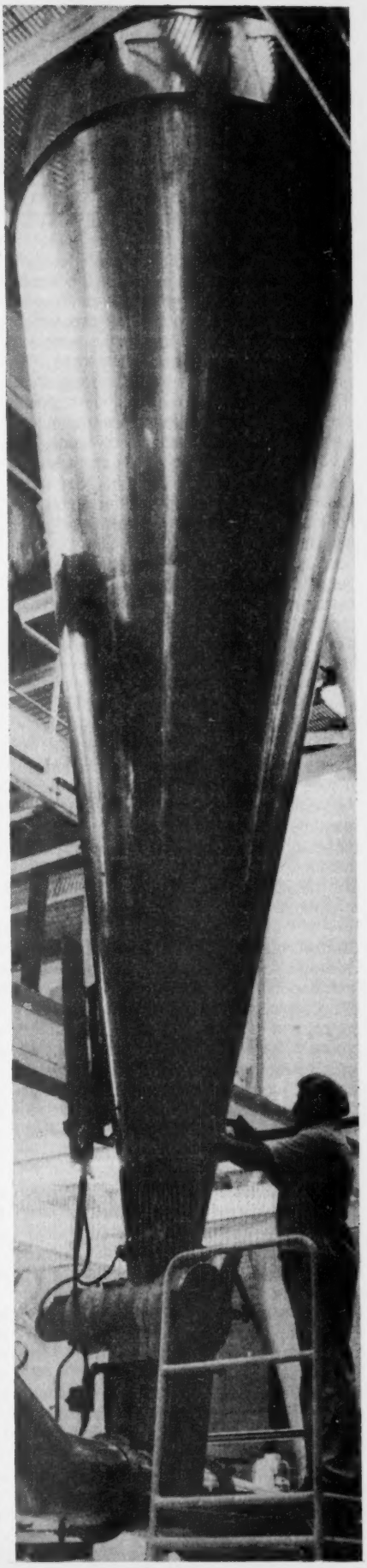
In this strategic policy document, the Fianna Fail government outlines its commitment to a four-year economic and social programme, the main features of which are continued high growth, a marked reduction in inflation and achievement of full employment by 1981 (see box, page 5).

Now in its second year, the programme's main aim is to consolidate strong economic growth and to maintain momentum. This will involve a planned reduction in the exchequer borrowing requirement from its current level of 13 per cent to about 8 per cent by 1980; a growth pattern based on the further development of a healthy export-oriented industrial sector; a rise in investment; and some slowing down of growth in private consumption and imports.

Although the Central Bank of Ireland's annual report published in May puts the estimated growth in gnp this year at the lower level of around 4 per cent, it points out that this is still a satisfactory prospect bearing in mind that 1978 was a boom year. Taking the years 1976 and 1979 together, the bank says, gnp will have risen almost 20 per cent in volume – a strong recovery from the recession.

Both the government and the central bank forecasts are, however, based on an assump-





Abbott Laboratories, a Chicago pharmaceutical company, has set up three plants in the Irish Republic.

British Wedgwood took over the ailing Irish Crystal Glass Company (Galway) in 1974, since when it has carved out an important niche for itself in the rapidly growing Irish crystal glass industry.

tion that the pay offer of around 15 per cent plus tax concessions proposed in the recent 'National understanding for economic and social development' would be agreed. And as such, the bank admits that its forecasts are subject to a greater than usual degree of uncertainty. So far the Irish Congress of Trade Unions has rejected the 'understanding' and a search for a new formula is continuing, with the government expected to take a firm line against improving its offer in any way that would be inflationary and run counter to achievement of its overall economic targets. For parallel with rapid economic growth has come a sharp decline in inflation from a 1976 peak of around 20 per cent to around 10.8 per cent (March 1979). The central bank forecasts that inflation this year should run at about 11 per cent. Unemployment has shown a corresponding decline, from 13 per cent in 1976 to around 9 per cent, while the volume of total investment is estimated to have risen by 14 per cent last year and is expected to show a further sharp increase this year.

Other factors that could have an impact on short-term developments in the economy, include the prospect of a sharp increase in the world price of oil, the possibility that resource transfers under the European monetary system, of which the Republic is a member, could add to aggregate demand, and the effects of the break in the 150-year link with sterling.

Central role for agriculture

Occupying a much more central role in the Irish Republic's economy than in any other EEC country, agriculture has played an important part in the rapid growth of national prosperity. Almost a quarter of the total workforce is directly employed in this sector which last year accounted for 16 per cent of gnp.

Since the Republic joined the EEC in 1973, the common agricultural policy has pushed up farm incomes by 140 per cent, resulting in much greater buoyancy in home market demand. Combined with a rise in incomes generally and a drop in personal taxation, this increase in farm increments has been a major stimulus to consumer demand. Last year's 8 per cent growth in consumer spending represented the greatest one-year improvement in living standards since 1968.

This mini-boom has shown itself in many forms, not least in the huge increase in private housebuilding, which is particularly evident in rural areas. The traditional thatched cottage is still around but is now overshadowed by a smart modern bungalow, equipped to a high standard.

Between 1970 and 1976, gross agricultural output increased by 27 per cent and there is considerable scope for expansion of this vital sector. The central bank forecasts a 10 per cent rise in incomes this year and a 2.5 per cent rise in the volume of net output. This is based on the assumption that the annual CAP price review will result in a small increase in guaranteed prices and that there will be no change in the Irish green pound rate. Agricultural exports rose by 18 per cent last year from an already high level the previous year and were up 50 per cent on 1976. Since much of this increase came from a running down of cattle stocks which has now stabilised, such a high overall export figure is unlikely this year.

Integral to the government's four-year economic plan are a series of development measures designed to strengthen the agricultural sector. The objectives are to raise the longer-term growth rate of primary agricultural output and to encourage more intensive processing of that output by the food manufacturing industries (see page 13).

Recognising that the recent rapid increases in agricultural prices are unlikely to be maintained, the government's aim is to strengthen the stimulus to output by increased financial incentives. Last year's budget allocated £155 million to agriculture in addition to around £400 million received from the European community.

However, because of the inevitable time-lag, these measures are not expected to have any significant effect until 1981. But, the white paper estimates, the annual growth rate of agricultural output in that year could be increased substantially, with an estimated 7.5 per cent increase in agricultural exports and the creation of 1800 jobs in agriculture-based industries.

Major boost from industry

The development of a strong industrial sector, a corresponding rise in exports and buoyant investment have provided a major boost to economic growth. Coming late to industrialisation, the Republic is rapidly making up for lost time. Last year's 9 per cent increase in industrial output was a significant factor in the overall 7 per cent increase in gnp. And industry now employs about 27 per cent of the total workforce, whereas 60 years ago, it only accounted for about one-eighth of total employment. Last year, manufacturing employment is estimated to have risen by between 4000 and 5000 – about 2.5 per cent – and productivity showed a 6 per cent rise.

The main reason for this dynamic growth lies in the massive influx of foreign manufacturing firms into the Republic. Since the removal of the majority Irish-ownership stipulation in the mid-1950s, responsibility for developing what was a virtually non-existent industrial sector has been in the hands of the Industrial Development Authority (IDA).

This semi-autonomous state agency offers a generous package of financial incentives to attract firms from overseas and to encourage the expansion of indigenous Irish industry.

As IDA managing director Michael Killeen explained in his address to the Confederation of Irish Industry earlier this year, the establishment of foreign industry has already provided the Republic with access to the growth sectors of world trade, such as electronics, consumer and business products, chemicals, and leather products. And the overall rise of 40 per cent in industrial output since 1970 owes much to the high level of investment in some of these particular sectors, notably chemicals and textiles. It also reflects the fact that one-third of the firms operating in the Republic now were not there at all in 1970.

Achievement of full employment and control of inflation are based on the assumption that industrial output will increase in the range of 11 to 13 per cent over the next three years.

With industry currently on the 10 per cent path and growing somewhat faster than in the past, Liam Connellan is optimistic about the Republic's chances of achieving this target rate and of maintaining it for a number of years.

Explaining the logic behind maintaining, if not improving, a 10 per cent rate of growth, he points out that because the Republic's industrial base is so small, it is possible to get an add-on of 5 per cent a year, say, from inward investment and another 5 per cent by maintaining competitiveness against the Republic's major trading partners.

Fundamental to an improvement in the Republic's competitive position, however, are the questions of income restraint, keeping down unit costs, the impact on the consumer of the 'Guaranteed Irish' campaign,

and the extent to which the domestic producer can cope with the upsurge in demand.

For under the stimulus of increased domestic demand and free trade, the volume of imports has risen to 59 per cent of gnp.

This erosion of the home market has led to some job losses, particularly in the older industries. Liam Connellan points out, however, that one beneficial effect of having to survive in a fiercely competitive world market has been 'a massive shake-out of all the relatively inefficient industries that were only there and justifiable because of high tariff barriers'.

Export growth

One of the most open economies in the world, more than almost any other developed country, the Republic depends on exports to lead economic growth.

Although the turnaround in the domestic market has been a welcome boost and has helped create a climate of confidence and a sense of prosperity, the government recognises that in such an economy, sustainable, fast economic growth in conditions of a reasonable internal and external equilibrium must depend substantially on further export expansion.

Last year, for the second year running, the Republic achieved the highest export growth rate in the EEC, both in volume and value terms. In spite of uncertain world trading conditions, Irish exports amounted to £3 billion, an increase of 17.5 per cent on 1977 in value terms and 11 per cent in volume. Last year's sales abroad were equivalent to 47 per cent of gnp. This year's target is £3.5 billion.

Manufactured exports accounted for the largest contribution to overall export expansion and grew by 60 per cent in volume, or about 3 times faster than the growth in world trade. The most buoyant sector was chemicals and pharmaceuticals with exports of organic chemicals up 85 per cent on 1977. But there has also been considerable growth in the sectors that have attracted heavy overseas investment, for example machinery, up 57 per cent in value; electrical equipment, up 42 per cent; transport equipment, up 57 per cent; and exports of electronics have more than doubled in the last three years.

Foreign industries which are highly export oriented are primarily responsible for the export boom. The export ratio for all overseas firms in the Republic is 86 per cent. United States companies sell 95 per cent of output overseas, and EEC firms 77 per cent.

This phenomenal growth in exports has occurred over the past 20 years as the Republic has sought freer trading links with other countries, culminating in membership of the EEC. Announcing last year's export figures, Fintan Keogh, general manager of the Irish Export Board in Britain, said that the Republic's entry into the European monetary system would ensure increased trading links with EEC members who last year accounted for over 30 per cent of exports. Britain remains the single largest outlet, taking about 47 per cent of Irish exports.

The anticipated increase in manufactured output this year and a slight improvement in world trade in manufactured goods should provide a healthy climate for export expansion. The central bank forecasts an increase in industrial exports of about 13 per cent in volume and 21 per cent in value.

National development programme 1978-81

Below are the main targets of this government programme as summarised in the white paper:

On the basis of the estimated outturn in 1978 and the future outlook, the main economic targets adopted for the three-year period 1979-81 are as follows

	1979	1980	1981
Employment targets	25 000	30 000	20 000
Rate of inflation (end year)	5%	5%	below 5%
Increase in national output	¾%	7%	5%
Exchequer borrowing requirement (as % GNP)	10½	8	below 8

The primary objective is to achieve the greatest increase in employment, and the assessment of prospects for 1979 and beyond indicates that employment targets of 25 000 a year over the period 1979-81 can be achieved. Their attainment will require maintaining in 1979, the same high level of growth in output achieved in 1978. The key conditions needed to ensure this result, are, in turn, maintaining a rapid growth in exports and an improvement in competitiveness.

Given the relatively modest growth in world trade expected during 1979, industrial exports must continue to increase their share of world markets. The expansion in agricultural exports on the other hand will not be as fast as in 1978 because of the run-down in cattle stocks which occurred during the year.

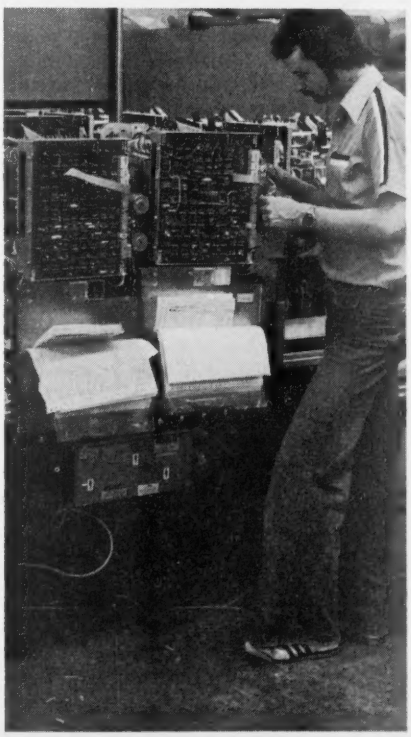
The increase in the volume of imports is again expected to be high, reflecting the rapid output growth. The balance of payments deficit on current account is expected to be higher than in 1978. Investment expenditure appears likely to grow at a rate above that originally envisaged, aided in part by a recovery in stocks.

The increased growth of investment expected in 1979 should sustain continued high gnp growth in 1980. However, from then on it might be reasonable to expect some tapering off in the gnp growth rate. Taking this probability into account, the average annual growth rate for the three-year period 1979-81 should be in the region of 6 per cent. It is estimated that this rate of growth would be consistent with the aim of reducing the numbers out of work by an average annual rate of 25 000.

Buoyant investment

According to the IDA, new job-creating investment is currently expanding at about 20 per cent, much faster than elsewhere. About half comes from overseas, the balance being made up by the expansion of small and medium-sized domestic companies. The main investors are the United States, Japan and, of course Britain, but EEC entry has stimulated a steady flow of firms from France, Germany and the Netherlands.

New job-creating investment is expanding faster than elsewhere.



Investors receive a high rate of return – more than twice the world average of 12.3 per cent and the EEC average of 12.8 per cent. The fact that United States investment in the Republic is increasing at a rate almost four times that for all EEC countries highlights the confidence that it and its fellow investors place in the stability of the Irish economy, which is rewarded by the low level of failure among inward investors.

New industry is a crucial element in overcoming the problem of 9 per cent unemployment. Given that emigration is lower than in the past and with the highest percentage of its population between the ages of 15 and 29 anywhere in Europe, the government is conscious of the need to achieve full employment or close to it by 1981 to prevent inevitable social tensions arising. This age group is estimated to have increased by 86 000 or 12 per cent between 1971 and 1976 and is forecast to grow at a rate exceeding 10 per cent over the period 1976 to 1981.

Effects of EMS

One major consideration in an evaluation of the prospects for the Republic's economy is the, as yet unknown, long-term effect of participation in the European monetary system (EMS) and of the break of the parity link with sterling. This break became inevitable on 30 March when the pound sterling threatened to drag the punt through its upper intervention limit within the system.

Joining EMS marks an important turning

point in Irish monetary history. A major attraction of the system for the Republic is the discipline that a strong exchange-rate system can contribute to achieving its long-term national objectives of high economic growth, lower inflation and high employment. The contribution to stability in international trading that EMS can make is particularly important to a small open economy like the Republic (it accounts for only 0.43 per cent of world trade) which depends greatly on international trade.

Some might argue that the level of national debate and interest caused by the decision to join EMS was comparable to that generated by joining the community in the first place. The Republic's decision to go in, regardless of Britain, set the seal on its 60 years of political independence. This changed relationship marks a new era for the Republic's economy and has significant implications for Anglo-Irish trade (see page 7).

Liam Connellan believes that EMS will pose an enormous 'psychological challenge' as the Republic faces, for the first time, control of its own money supply and inflation. And income restraint is widely regarded as being the key to survival within the system.

No one believes that membership of EMS will be a guaranteed cure-all for domestic problems. As the governor of the central bank put it in a speech earlier this year 'successful participation in the EMS depends vitally on there being a marked re-orientation in domestic attitudes. The change in attitudes and policies should be underway now if adjustment problems are to be minimised.

He emphasised that attaching Irish currency to a stronger exchange-rate regime than the pre-EMS link would not bring down the rate of inflation significantly unless actively supported by the introduction of appropriate domestic policies, especially in the fiscal and economic areas.

So where does the Republic go from here? The government admits that its targets are ambitious but the will to succeed is strong and certainly the country is poised to face the future from a position of strength.

Prime Minister Jack Lynch told the Irish Management Institute's annual conference in April that 'in a situation where we are aiming for an increased share of European and world trade in order to meet our economic and social targets, we must do better than our rivals. We can afford to do no less!

'We have a record inflow of new industry and new knowledge from abroad and we have an agricultural sector in which investment is now taking place at a record level. We have developed a core of forward-looking professional management in both our private and public industries and what is needed now is to force these elements into an engine of national progress. We are setting out to change the whole emphasis in our thinking and in our behaviour towards social development. We seek to launch a programme in which our young people can grow up, can live and can work, so that, for the first time, we can put an end to the twin spectres of emigration and unemployment.'

Clearly the Irish Republic now has a unique opportunity to carve out a niche for itself among the strong political and economic nations of the world. And this is one opportunity it has no intention of passing up.

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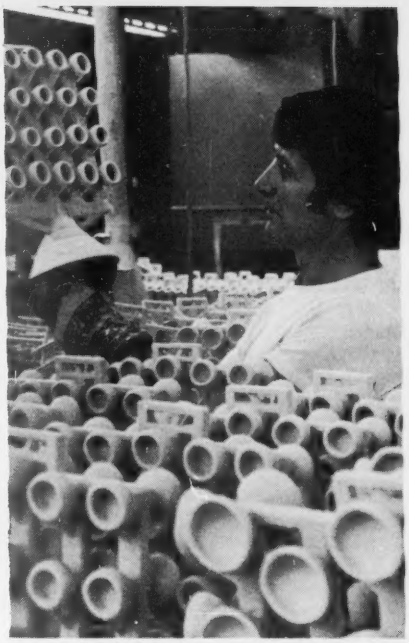
Market on the move



Howmedica International Ltd, an American subsidiary, manufactures ortnopaedic surgical implants in Limerick.

A buoyant economy and a fast-growing industrial sector means that the market in the Irish Republic is growing faster than most European markets at the present time. But with an opening up to foreign competition following membership of the European community, a growing domestic manufacturing capability and the recent removal of an important trading advantage – a common currency – British exporters would be well-advised to take a fresh look at their marketing strategy in the Irish Republic. This article describes the traditional UK-Irish trading relationship and explains why this may now be vulnerable.

Most businessmen in the Irish Republic will tell you that the Republic is the logical market for British goods. And many of them admit a natural preference for dealing with UK suppliers – a preference born of a common language, close historic and institutional links, geographic proximity and, since the days of the Anglo-Irish Free Trade Area Agreement (Aiftaa), the absence of any significant trade barriers. For the British exporter, provided the economy is reasonably buoyant, as indeed it is now more than ever before, the Irish market is one of the easiest to develop into, because trading patterns are so similar.

British ambassador Robin Haydon: 'time for UK firms to review their marketing strategy'.

Robin Haydon, British ambassador to the Republic of Ireland, admits that, however one looks at it, the performance of British exporters in the Irish market is outstandingly good.

Almost half of the Republic's imports come from Britain, making it the sixth largest market in the world for UK visible exports. (see table). With a population of about 3½ million – one-twentieth of the UK home market – the Republic is also Britain's largest market in terms of spending per head. Last year, imports from the UK amounted to over £2,000 million, equivalent to some £625 for every man, woman and child in the Republic.

Pattern of UK-Irish trade

Since Britain and the Republic joined the EEC, a change in the structure of their traditional trading pattern has occurred. As the table (page 8) of the UK market share of imports into the Republic in 1973 and 1977 indicates, although there are a few sectors in which Britain has done either especially badly or especially well, there has been a slight fall in our overall market share since 1973 spread evenly over a wide range of goods.

In some cases, the explanation lies outside the control of the UK exporter. For example, in the fast-growing market for agricultural tractors, Britain is losing out to imports from third countries like Czechoslovakia rather than to western competitors and this is also happening in the textiles, fabric, clothing and footwear sectors, where the low-cost producer is making inroads. At the quality end of the clothing market, Italy is our main competitor.

In the transport sector, the UK has lost heavily for a variety of reasons, not least the frequency of industrial disputes in the passenger vehicle industry, although our share of the commercial vehicles sector is also declining.

Other significant loss of market share for Britain has occurred in chemical elements and compounds and fertilisers. In the first of these, the drop seems to have been due largely to an increase in the share achieved by the United States which rose from 5.8 per cent in 1973 to 27.7 per cent in 1977, and the Netherlands, which increased from 9.3 per cent to 25.2 per cent over the same period. But there is also a growing domestic capability in this sector which is also the reason for our declining share of pharmaceuticals and health-care products.

The drop in the UK's share of the fertiliser market appears to result from a diversification of Irish imports to a number of suppliers, such as Israel and Spain, rather than to a straightforward loss to a couple of major competitors.

On the brighter side, Britain has improved its market share of iron and steel, a fact that owes much to its proximity and the undesirability of importing large quantities of steel from, say, as far afield as the United States. Food remains a healthy sector, as does machinery and electrical appliances in which our share has risen from 28 per cent to 49 per cent.

But, as Robin Haydon is quick to point

Republic of Ireland: imports and exports

IMPORTS BY PRINCIPAL COUNTRIES OF ORIGIN

	1975	1976	1977
Total	**1 699 644**	**2 335 793**	**3 083 502**
of which:			
United Kingdom	599 110	1 151 855	1 485 634
USA	122 455	199 023	273 577
Germany, Fed Rep	119 587	159 785	201 086
France	85 954	109 782	148 198
Netherlands	54 816	74 324	94 603
Italy	42 722	59 783	88 770
Japan	29 867	51 727	70 292
Belgo Lux	30 677	45 034	59 609
Sweden	36 192	41 902	52 399
Canada	17 620	29 774	35 088
Iran	28 132	38 678	30 461
Finland	18 889	21 704	29 105
Kuwait	32 540	19 526	20 739

EXPORTS BY PRINCIPAL COUNTRIES OF DESTINATION

	1975	1976	1977
Total	**1 441 369**	**1 857 881**	**2 516 904**
of which:			
United Kingdom	781 283	905 072	1 181 740
Germany, Fed Rep	114 657	160 804	216 361
France	63 777	95 059	186 816
USA	87 856	128 449	156 171
Netherlands	86 037	109 732	143 267
Belgo Lux	53 700	83 492	112 880
Italy	39 779	43 028	46 694
Nigeria	11 450	16 981	31 621
Sweden	15 172	21 945	27 732
Canada	16 742	20 738	26 389
Japan	9 110	23 550	23 978

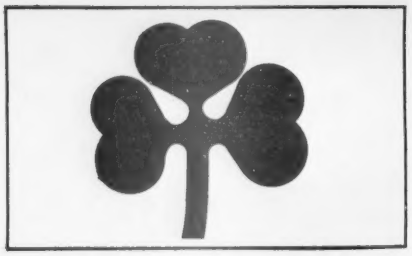
Source: Trade Statistics of Ireland.

UK-Irish trade

£ million

	Exports (fob)			Imports cif			Imports less exports		
	Irish Republic	EEC	World	Irish Republic	EEC	World	Irish Republic	EEC	World
1975	917.4	6 509.9	20 198.4	923.0	8 875.7	24 431.2	−5.7	−2 365.8	−4 232.8
1976	1 273.7	9 304.5	26 162.3	1 049.5	11 526.2	31 584.0	+223.6	−2 221.6	−5 421.8
1977	1 648.0	12 151.6	33 330.9	1 299.4	14 171.0	36 978.2	+348.5	−2 019.5	−3 647.3
1978	2 044.8	14 103.1	37 362.7	1 606.3	16 584.3	40 969.1	+438.5	−2 481.2	−3 606.3

Source: UK trade with European countries.



out, the traffic is not all one way. Britain is by far the Republic's most important market accounting for about 47 per cent of total exports. Before EEC entry, which has resulted in some diversification away from its traditional market and a remarkable expansion of sales in the seven other EEC countries, Britain took 75 per cent in 1960 and a staggering 90 per cent in 1950. The proportion of Irish exports to the seven other EEC countries has risen from 18 per cent in 1974 to just over 29 per cent last year, and the Republic now enjoys a favourable balance of trade with the EEC.

However, the Irish market is changing. It was to be expected that, with new-found access to a market of 260 million people with income per head in excess of $6,200, the Irish would be tempted into a trial 'shopping spree' with its European partners. But because of the conservatism of Irish buying habits, this in itself has not had any serious effect on Anglo-Irish trade.

On the other hand, since the Irish Republic joined the community its doors have been opened to foreign suppliers with the result that competition in this fast-growing market is keener than ever in the Republic's history. And with the phasing out of the Aiftaa following EEC entry, Britain is no longer in a position to regard the Republic as its exclusive preserve.

An increasing foreign presence in terms of inward investment has been matched by an aggressive marketing and promotion effort by a number of overseas companies, quite apart from the fact that many new firms tend to import capital equipment and plant from the parent country.

Parallel with this opening up of the market to outside competition has come an awareness within the Republic itself of its own growing industrial and commercial capacity. Although local manufacture of the more sophisticated types of plant for expanding industrial sectors, for example food processing (see page 13), remains small, Irish industry is no longer prepared automatically to look overseas for all its plant and machinery.

Increasingly, customers and the Irish government want to see Irish involvement in equipment, supply and installation. The current 'Guaranteed Irish' campaign reflects this attitude. Although there is little sign of it achieving its target of a 3 per cent import substitution of industrial and consumer goods, it is having some effect, not least in terms of awareness.

It is perhaps understandable that the small to medium-sized British company with 10 representatives covering the UK should tend to consider the Republic as part of the home market and allocate responsibility for it to one member of the home sales team most conveniently placed geographically to make the occasional sales trip there.

Admittedly, being in any market on the scale in which the UK is in the Irish market leads to self-perpetuation of business. But it is questionable whether the 'home market' approach was ever the best one for the majority of British companies, least of all now that foreign firms are clamouring for a share.

Up till now, buying from the UK has scarcely amounted to importing – it has been normal everyday buying. Now faced with exchange control regulations and all the additional paperwork this entails, there is a very real chance that the smaller Irish firm and individual trader, unfamiliar with such procedures, may either be tempted to look around for a domestic source or, faced with the prospect of importing anyway, may look for an alternative in Europe. In this case, the British company selling direct into the Republic from a UK base may find itself at a disadvantage in relation to its German or French counterpart supplying the market through a locally based sales subsidiary or Irish distributor holding stocks and spare parts.

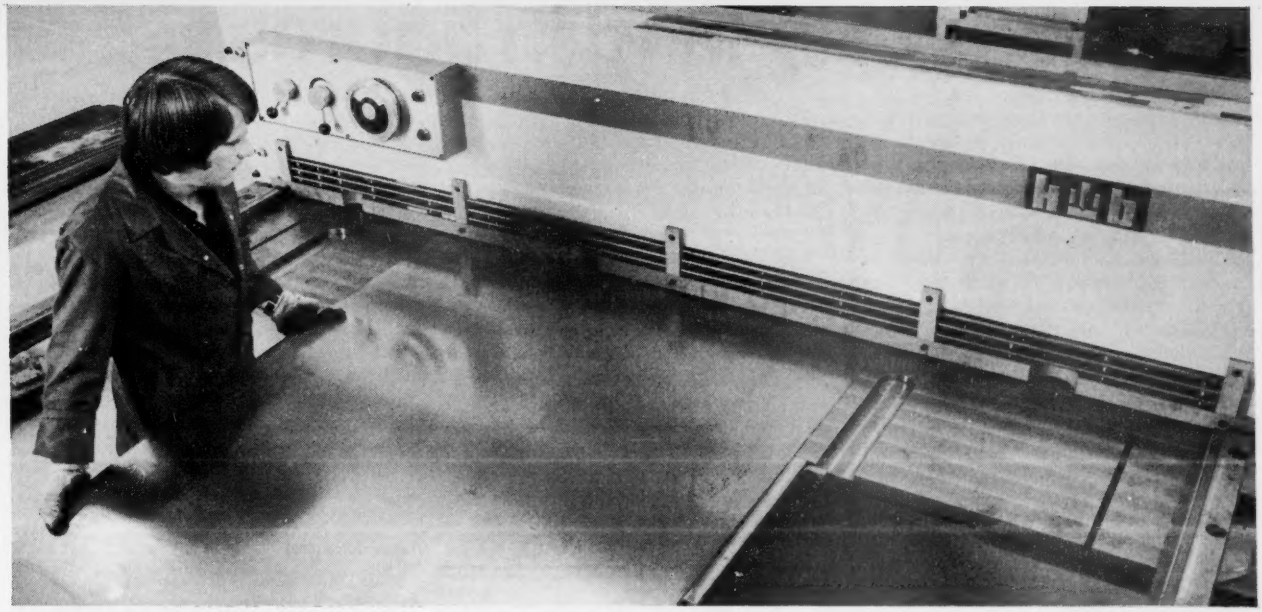
Since the Irish market, as Robin Haydon explains, is characterised by a multiplicity of small orders for every conceivable type of product rather than by large contracts for capital goods, a gradual defection of a number of small customers could amount to a significant fall-off in trade overall.

But perhaps the most important factor in all this is that the Irish Republic is becoming increasingly Europe-oriented in outlook and as the institutional links with the European community assume greater importance, this may be at the expense of the traditional Anglo-Irish trading patterns. This was forcibly underlined when, earlier this year, the Irish Republic joined the European monetary system without Britain, and even more so by the subsequent break in the 150-year link between the punt and sterling and the imposition of exchange controls by the Irish authorities.

Killarney Hosiery, owned by the Thomas Tilling Group.

UK market share by sectors

Sector	1973 Total imports (£'000)	1973 UK market share %	1977 Total imports (£'000)	1977 UK market share%
Biscuits, cakes, etc	2 199	97.0	10 482	96.2
Chemical elements and compounds	24 049	50.0	86 555	35.5
Dyeing, tanning, colouring mats	6 034	62.5	15 445	60.3
Medicinal and pharmaceutical products	18 621	67.7	52 014	58.8
Essential oils, perfume mats, toilet and cleaning preps etc	7 042	82.6	28 035	82.1
Fertilisers, manufactured	12 403	56.2	54 755	47.4
Plastic materials, etc	31 660	54.8	78 225	53.5
Leather, leather manufactures and dressed furskins	7 158	56.4	12 544	62.2
Rubber manufactures, n.e.s.	10 868	70.2	27 433	66.6
Yarn and thread of synthetic fibre – continuous, not for retail	12 122	51.2	27 958	34.8
Woven fabrics of cotton, bleached, dyed, etc (other than gauze, terry, pile and chenille)	6 622	42.4	13 943	32.8
Wool and fine hair (ex pile etc)	4 118	67.2	6 804	59.4
Linens and other furnishing goods	1 838	81.1	5 445	75.2
Carpets, carpeting etc	5 391	92.6	13 974	95.6
Iron and steel	45 069	48.9	89 888	56.4
Undergarments (knitted) including tights	3 098	94.8	10 480	88.7
Outer garments (knitted)	6 467	93.4	21 445	82.5
Footwear	7 287	84.5	22 930	72.6
Professional, scientific, etc goods, watches and clocks: optical elements	18 501	45.3	43 353	36.3
Imitation jewellery	410	52.0	926	22.2
Tv and radio sets	2 615	54.6	12 263	64.2
Domestic electrical equipment	8 718	63.5	28 258	51.6
Agricultural machinery	22 493	51.7	82 294	53.2
Machinery and appliances, n.e.s.	8 915	28.1	12 750	49.2
Electric machinery, goods etc	64 129	53.2	135 770	58.0
Transport equipment – railway locomotives and tenders	307 350	52.1	827 892	43.1
Passenger cars (including taxis)	44 851	50.1	132 728	40.5
Trucks, vans, lorries, also special purpose lorries, etc	14 734	79.2	32 669	70.4
Bicycles and other cycles	814	90.1	2 176	83.2
Central heating apparatus, sanitary and plumbing fixtures, etc	4 232	67.1	4 248	63.3
Ceramic articles also iron and steel (including enamelled)	1 533	92.0	3 961	85.3
Furniture	5 143	85.9	17 024	80.9
Travel goods, handbags, etc	1 300	68.5	3 673	56.8
Men's and boys' outer garments (textile)	2 444	83.8	18 305	76.7
Women's, girls' and infants' outer garments (textile)	6 182	94.2	20 098	87.0
Men's and boys' underwear and nightwear (textile)	1 381	92.1	5 346	84.3
Women's, girls' and infants' underwear and nightwear (textile)	454	85.1	2 115	72.9



Southborough Ltd, subsidiary of a UK company, manufactures sheet metal frames and cabinets for the computer and electronics industry.

With the removal of what was, arguably, Britain's single most important advantage in its trading relations with the Republic must come the realisation that the Republic of Ireland is now truly an export market in every sense. And ambassador Robin Haydon feels that the time has come for British suppliers at the very least to review their marketing arrangements in the Republic.

Establishing a presence

So how can UK suppliers adapt to this changing trading environment in the Irish Republic if they have not already done so? Most important would be to establish a presence in the Republic either in the form of a sales subsidiary or to ensure a degree of on-the-spot involvement in the shape of an active agent or distributor.

The managing director of a thriving grocery importers and wholesalers with long-established supply lines with the UK said that 'anyone who doesn't do well here must have something radically wrong with his own organisation or be selling into a depressed industry over which he has no control'.

Although interested in anything that will sell into supermarket chains or the catering sector, he has not experienced any 'hard sell' from British suppliers. As far as the consumer goods business is concerned, his advice to UK suppliers is to 'get a good distributor – one who can pay his bills and who won't lose interest if you stop doing well'.

Another good reason for having someone based in the Republic is the fact that the Irish prefer to deal on a one-to-one basis with someone they know and who knows them. 'If you can talk to someone who knows you and your company's needs and can negotiate directly with them, you can get the service' sums up the attitude of most people.

One serious mistake of which some British companies have been guilty in the past is to assume that if they have a Belfast office, this will look after business in the Republic. One British firm, a wholly owned subsidiary of a light engineering company, has found having a separate operation in the Irish Republic to be extremely successful. Although it already had a Belfast office, six years ago it decided to expand its Dublin depot to form an Irish company. Since then its turnover has gone up by 400 per cent and it now has representatives in Cork and Sligo, two growth areas for light engineering, and it plans to expand its existing wharehouse facility.

The company's managing director says the secret to success in the Irish market lies in being patient and in being able to provide an off-the-shelf service. In his experience, there is very little point in sending out a couple of representatives who have to take orders back to the Britain for processing and delivery. 'It is essential to carry stock and to have a good back-up service' when the product is of high volume, he says.

Another important consideration is the geographic distribution of Irish industry. While it is true that about 30 to 40 per cent of Irish buying power is centred on the greater Dublin area, with Cork a close second, the rest is scattered over a number of centres and, increasingly, in rural areas. A representative on a day's visit would be hard pressed to cover all the suitable locations and would waste a lot of valuable sales time in travelling, usually by road, as the internal rail network tends to favour communication between the major cities. Even telephoning a remote location from Dublin is not always straightforward and time-consuming although the government intends to improve this service (see page 15).

A lot of business to be done

As the managing director of a company which regards Britain as a very important supply line for its steel, puts it 'there's a lot of business to be done in the Irish Republic at the present time', and this is likely to increase as industrial expansion continues (see 'Into an industrial era' page 13)

Although he admits that competition in the Irish marketplace is keen, he feels that there will always be room for a certain flow of imports from the UK. Already he has found an improvement in British service in recognition of the growing competition. 'Years ago it was "just Ireland". If they had time to execute an order they did. But now they recognise Ireland's importance as a good market and a very solid market and one that is more buoyant than most European markets at the present time.'

Sounding a cautionary note, Sir George Burton, chairman of Fisons and member of the BOTB European trade committee responsible for the Republic of Ireland, urges British industry to wake up to what is happening in the Irish Republic before it is too late.

'For years we have enjoyed free access to the Republic of Ireland. Now the privilege has been extended to all other EEC countries and we have got to share the market with formidable and powerful competition, it won't do to assume that everyone is going to buy British. We will have to fight for our market share just as elsewhere, otherwise it will go by default.'

Further information

Companies who are interested in the Irish market or who would like further information should get in touch with Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757; or Commercial Relations and Exports Division, 1 Victoria Street, London SW1H OET, tel. 01-215 5333/3310; or the British Embassy commercial department, British Embassy, 33 Merrion Road, Dublin, tel. Dublin 695211.

Republic of Ireland in figures

Social

Standard of living

Gnp per capita (1977e)	£1 677
Personal income per capita (1977e)	£1 631
Telephones per 1 000 inhabitants	140
Passenger cars per 1 000 inhabitants	170
Television sets per 1 000 inhabitants	180

Transport

	1977
Road	
Total length	92 722 Km
Rail	
Network	3 034 Km
Number of passengers carried	14 697 000
Freight carried	3 565 144 tonnes
Air	
Number of passengers carried	2 835 352
Freight carried	58 578 tonnes

Statistics

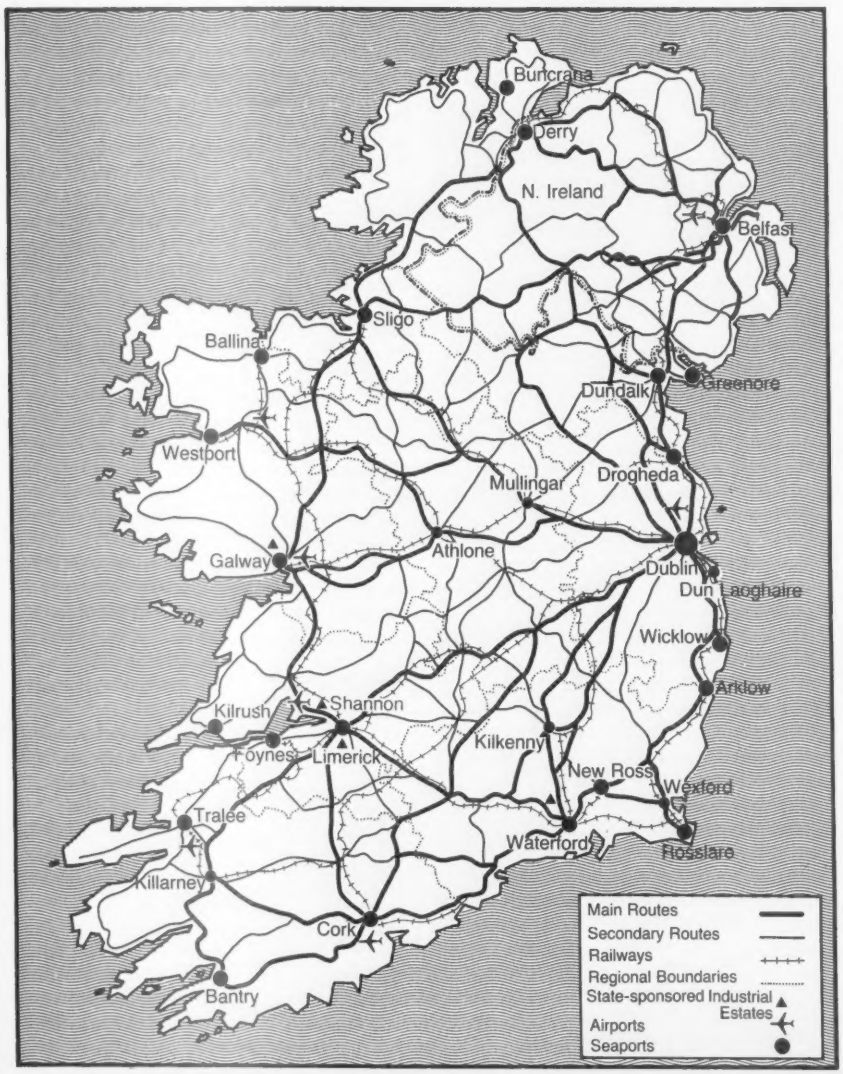
per 1 000 of population

	1957	1967	1976	1977p
Birth rate	21.2	21.1	21.6	21.4
Death rate	11.9	10.8	10.5	10.5
Marriage rate	5.1	6.1	6.5	6.2

Population

	1971	1977e
Population	2 978 248	3 192 000
Density per km²	42	45
URBAN CENTRES		
Dublin	679 748	n.a.
Cork	134 430	n.a.
Limerick	63 002	n.a.
Dun Laoghaire	98 379	n.a.
Waterford	33 676	n.a.
Galway	29 375	n.a.
Dundalk	23 816	n.a.
Drogheda	20 095	n.a.
Bray	15 841	n.a.
Sligo	14 456	n.a.

Labour force (000)	1972	%	1977	%
Industry	303	27	297	26
Services and distribution	428	38	438	38
Public administration and defence	52	5	65	6
Agriculture, forestry, fishing	267	24	236	21
Unemployed	71	6	108	9
Total	**1 121**	**100**	**1 144**	**100**



Gnp

Gross national product

SECTORS OF ORIGIN	1972 £m	1974 £m	1976 £m	1977p £m
Agriculture, forestry, fishing	316	369	601	819
Industry	637	941	1 334	1613
Distribution, transport, communication	314	456	682	826
Public administration and defence	117	169	283	321
Other domestic (including rent)	409	590	962	1 163
Adjustment for stock appreciation	−34	−152	−193	−180
Adjustment for financial services	−44	−69	−113	−159
Rest of world	30	39	19	20
Depreciation	185	257	354	445
Net taxes (taxes less subsidies)	582	532	319	368
Gross national product at current market prices	2 249	2 968	4 511	5 400

Utilisation of gross national product volume changes major components	Average 1970–75	1976	1977	1978
Personal consumption	+2.0	+2.8	+5.4	+6.5
Public net current expenditure	+7.2	+5.4	+1.7	+5.0
Gross domestic fixed capital formation	−0.7	+2.3	+8.4	+11.0
Exports of goods and services	+5.5	+8.0	+12.4	+12.0
Imports of goods and services	+2.9	+15.4	+13.3	+12.5
Gross national product	**+2.9**	**+2.7**	**+5.5**	**+6.5**
Inflation in consumer prices		+13.3%	+18.0%	+13.6% +7.0%
		£m	£m	£m £m
Deficit on current balance of payments		94	138	120 220

Prices and earnings indices

(Base 1970=100)	1975	1976	1977	1978
Consumer prices	186	220	250	273p
Retail sales	196	235	280	n.a.
Industrial earnings	237	281	329e	n.a.
Terms of trade	99	103	101	n.a.
Wholesale prices	193	231	271	n.a.
Ordinary stocks and shares (March)	97	126	127	187

Output

Agriculture

	1972	1974	1976	1977p
	480	637	1 018	1 367
Volume of agricultural net output (base 1970=100)	111	114	116	128

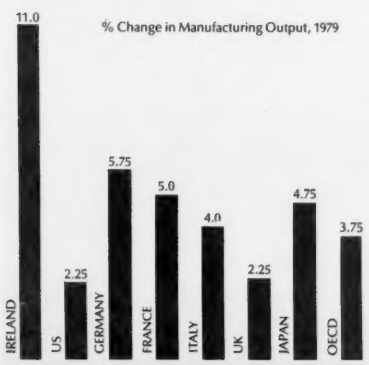
Industry	Employment ('000)	Production Volume index 1970=100			
	1977p	1972	1974	1976	1977
Food	41	108	116	123	134
Drink and tobacco	10	112	136	138	136
Textiles	20	110	113	126	136
Clothing and footwear	16	102	99	86	85
Wood and furniture	7	109	104	108	99
Paper and printing	15	109	101	97	104
Chemicals and chemical products	10	110	165	200	239
Structural clay, glass, etc	12	135	171	159	163
Metal and engineering (including transport)	46	108	122	125	137
Other manufacturing	19	101	134	134	146
Total manufacturing	**196**	**109**	**124**	**128**	**138**
Mines and quarries	11	104	103	87	101
Total transportable goods	**207**	**108**	**122**	**125**	**135**

Trade

Trade	1972	1974	1976	1977
Imports	£m	£m	£m	£m
Live animals and food	96	167	252	355
Beverages and tobacco	18	30	36	40
Raw materials	45	109	111	134
Mineral fuels, lubricants, etc	63	226	313	388
Mineral and vegetable oils, fats, etc	4	11	13	19
Chemicals	89	188	257	348
Manufactured goods	182	350	463	585
Paper and paper manufactures	23	55	70	85
Textile yarn, fabric articles	59	101	134	171
Iron and steel	28	64	78	90
Machinery, transport equipment	225	357	594	828
Non-electrical machinery	113	181	302	416
Transport equipment	64	86	156	230
Manufactured articles n.e.s.	82	140	223	298
Parcel post etc	39	49	76	89
Total	**843**	**1 627**	**2 338**	**3 084**
Exports				
Live animals and food	273	421	735	958
Beverages, tobacco	21	26	38	41
Raw materials	37	67	78	95
Mineral fuels, lubricants, etc	6	15	12	17
Animal and vegetable oils, fats, etc	2	6	8	11
Chemicals	36	99	167	247
Manufactured goods	95	201	279	377
Textile yarns, fabrics	42	82	118	160
Non-metallic mineral manufactures	10	22	32	43
Leather manufactures	9	12	17	19
Rubber manufactures	9	16	26	35
Machinery, transport equipment	62	117	254	384
Manufactured articles n.e.s.	72	121	190	256
Parcel post etc	43	51	97	131
Total	**647**	**1 124**	**1 858**	**2 517**

Main trading partners (1977)

	Exports	Imports	Total trade
Great Britain	39%	44%	£2 351m
Northern Ireland	8%	4%	£317m
Other EEC	29%	20%	£1 349m
US, Canada	8%	10%	£491m
Other countries	16%	22%	£1 093m



Fiscal

Government finance

Receipts	1975	1976	1977	1978e
	£m	£m	£m	£m
Tax revenue	1 091	1 470	1 757	1 963
Customs, excise	333	444	477	500
Income tax	332	462	522	593
Corporation tax	26	29	78	103
Value added tax	175	254	321	386
Other	225	281	359	381
Repayments	204	81	22	42
Borrowing	534	545	597	881
Total	1 829	2 096	2 376	2 886
Expenditure				
Current	1 350	1 672	1 958	2 368
Capital	479	424	418	518
Total	1 829	2 096	2 376	2 886
Public expenditure on Social services				
Education	223	262	312	355
Health	240	270	309	341
Housing and sanitary service	213	227	247	309
Income maintenance	368	477	544	627
Total	1 044	1 236	1 412	1 632
National debt				
Internal indebtedness	2 180	2 572	3 180	n.a.
Foreign indebtedness	471	1 040	1 039	n.a.
Total	2 651	3 612	4 219	n.a.
National debt repayments and interest				
Repayments	39	61	55	n.a.
Interest	156	217	279	n.a.
Total	195	278	334	n.a.

Spotlight on the south-west . . .

Outside the greater Dublin area the bulk of Irish industrial development is concentrated in two regions – the south-west, including Cork and Kerry – and the mid-west, including the Shannon estuary and Shannon industrial estate. These two regions are profiled below.

Accounting for one-sixth of the Republic's total population, the south-west region is the biggest of the nine Industrial Development Authority (IDA) regions. Containing many features relevant to industrial development, the south-west has a high concentration of heavy industry and very tightly knit foreign investment. seven of the eight EEC partners are represented there as well as the United States, Switzerland, Sweden and Australia.

The focus for development is Cork itself – the second city of the Republic – and particularly Cork harbour and its hinterland. The philosophy is that if Cork grows, the region grows.

As part of a massive project to establish Cork as a premier deepwater industrial location Cork harbour commissioners are in the process of creating a new deepwater harbour at Ringaskiddy. The IDA owns 1600 acres of land around Whitegate/Aghada and Marino Point which has been zoned for the development of port-related industry. Ten miles from Cork City and six miles from the airport, the Ringaskiddy development is designed primarily to attract major bulk processing industry. It will provide for accommodation for vessels of 90 000 dwt in the outer channel and of 50 000 dwt in the inner channel. Berthage for vessels of up to 50 000 dwt and a roll-on-roll-off ferry is planned to be operational by 1980 with a possibility of berthage for vessels up to 70 000 dwt in the future. A major freshwater scheme is also in progress which will ultimately provide 30 million gallons a day, and a 155-acre industrial estate has been developed at Tivoli.

At Rushbrooke, Verolme Cork Dockyard Ltd builds ships of up to 70 000 tonnes dwt and carries out ship repairs. Employing around 1000 people, it has recently become involved in building accommodation modules for offshore platforms. Since exploration first began in 1970, Cork harbour has been the Republic's principal offshore servicing centre, with the Irish Refining Company – a consortium of Esso, Shell, BP and Texaco – operating from Whitegate. Cork is also the service centre for the Kinsale Head gas field, 30 miles south of the harbour entrance. The gas will be used in Irish Nitrogen's £70 million ammonia/urea plant at Marino Point and the ESB's new 270 MW power station at Aghada, and by the Cork Gas Consumer Company in their town gas system.

Cork harbour already houses the largest concentration of heavy industry in the Irish Republic ranging from oil refining, steel mills, shipbuilding and ship repair to chemicals, pharmaceuticals, fertilisers, car assembly and tyres.

A £40 million project is currently in progress to expand Irish Steel Holdings' mill at Haulbowline Island, which currently employs over 700 people. A significant part of the contract has been won by Davy-Loewy Ltd of Sheffield. When the project is completed in 1980, the mill will have doubled the output of existing facility to some 300 000 tonnes per annum of shaped steel products.

Cork is also an important location for industries other than port industries. It is the centre of the Irish distilling industry and has a major textile plant, food processing and light engineering plants, including electronics.

and the mid-west

Counties Clare, Limerick and the northern half of Tipperary make up the mid-west region which accounts for over 11 per cent of total population. Among its main industrial attractions, it boasts Shannon international airport and adjacent industrial estate, the Shannon estuary and Foynes harbour, and Limerick – the third largest city in the Republic.

Born within the Shannon duty free area in the early 1950s, the Shannon industrial estate now employs 8700 people and a new town has been built at Shannon bringing total population in this urban area to 4580.

Full responsibility for the development of major industry in the mid-west is in the hands of the IDA while the Shannon Free Airport Development Company concentrates on small indigenous industry. In the past 16 months, 2500 additional jobs have been approved for the industrial estate. The largest development on the Shannon estate is the manufacture and refining of industrial diamonds by De Beers.

A new accent is being given to industrial development in Limerick city mainly due to the growth in population and the fact that some old established industries suffered during the recession. Most of the hinterland to the Shannon and Limerick urban areas is the Golden Vale farming region of Limerick and Tipperary.

Shannon estuary is the location for several important new projects. An alumina plant, which will have an annual capacity of 80 000 tonnes, is being built at Aughinish Island in the estuary.

Alumina Contracts Ltd, a Limerick company with multinational interests, including a substantial equity by Alcan Aluminium, Canada, are the main contractors for the project. Soil Mechanics Ltd, UK, were surveyors to the original site and George Wimpey, UK, has had a joint venture with P. J. Hegarty and Sons Ltd, Cork, for site clearance works. Total value of the project will run in excess of £280 million, part of which is being financed by an Export Credits Guarantee Department loan. During the four-year construction period up to 1982, employment should reach a peak of 2200 and 800 permanent jobs will be available on completion.

On the north bank of the Shannon, at Kilrush, county Clare, Soil Mechanics Ltd, are carrying out geotechnical investigations on the site for a new £428 million Electricity Supply Board 900 MW power station. One thousand people will be employed during construction and 400 jobs will be filled in the operation and maintenance of the station.

At the heart of the mid-west region, 30 miles from the mouth of the Shannon estuary, is Foynes Harbour, one of the largest deepwater harbours in the Republic and the largest on the rapidly developing west coast. The harbour has developed considerably within the last few years and large quantities of mining ores have been exported through the port. The deepwater harbour facilities of the Shannon estuary offer many advantages to petrochemical companies considering refining projects. Offshore services are presently operated from there and it is well located for service and distribution of any petrochemical finds in the Porcupine Bank. Foynes Harbour Trustees have a clearly defined expansion plan for the port.

Shannon industrial estate – the world's first export free industrial park.

Into an industrial era

From virtual non-existence in 1920, the Irish Republic's industrial sector has grown to be one of the most significant features of its economic profile, resulting in higher employment and lower emigration. This is resulting in increasing opportunities for British exporters.

Traditionally an agricultural economy, the Irish Republic is rapidly moving into an industrial era. Further industrial expansion is to be the mainspring for achievement of the government's economic and social targets over the next three years (see box page 5). This year's overall target of a 6.5 per cent increase in gnp is dependent on an expected 11 per cent increase in the volume of manufacturing output.

Major impetus for industrial development has been provided by the government's programme for economic expansion. Through agencies like the Industrial Development Authority (IDA), the Shannon Free Airport Development Company and the Industrial Credit Company, the government has provided a package of financial incentives not only to stimulate expansion of indigenous industry but also to encourage more foreign firms to establish plant in the Republic to manufacture mainly for export.

Between 1960 to December 1978, a total of 656 manufacturing companies began production in the Republic. The United States provided 215, followed by the UK with 176 and West Germany 99. The United States has been by far the most important source of capital investment. Between 1973 and 1978, out of a total £1,359 million, Britain invested £142 million against the United States' £669 million. Other countries that have invested in the Republic include Australia, Austria, Belgium, Finland, France, Canada, Denmark, Italy, Japan, South Africa, Spain, Sweden and Switzerland.

Dating from the mid-1960s, the Republic's industrial revolution has been more gradual and more carefully orchestrated than in most older industrialised countries. Nor does it bear any resemblance to the nineteenth century style of industrial revolution which was characterised by an almost haphazard spawning of polluting industries based on centres of natural resources. The majority of Irish industry is clean and non-polluting and strict environmental controls are imposed.

Since the Republic has no real industrial history or tradition of regional specialisation as we know it, the IDA's approach to industrial development has been largely sectoral, singling out for special, but not exclusive, attention, industries or sectors of industry with the greatest job-creating and export potential on world markets.

So the industrial sector, in the Republic is broadly based and is characterised by high-value, low-volume high-technology products. Geographically it is grouped around three major centres; Dublin, Cork, and Limerick and Shannon, although Galway, Waterford and Sligo have their fair share and increasingly – as part of the government's objective of more evenly dispersed industrial development – new plants are locating in the more rural outposts. Among the manufacturing sectors that are already well established are food, drink and tobacco; metal and engineering; textiles; clothing; footwear; wood and furniture; paper and printing; glass; structural clay; sand and cement; chemicals and pharmaceuticals and health-care products.

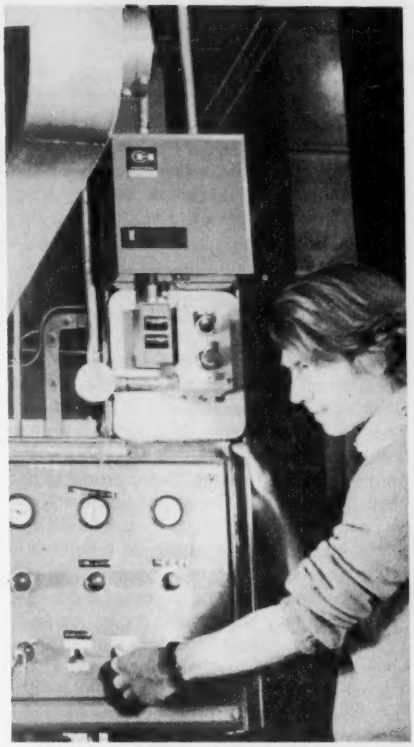
The implications for British exporters of this overwhelming commitment to industrial development are enormous.

The continuing influx of all kinds of industry is creating new requirements for machinery, components, ancillary equipment and supplies which cannot always be met domestically. Although the government is anxious to develop domestic capacity in certain important sectors, for example agricultural machinery, British companies would be well advised to get to know the increasing export opportunities in a number of important sectors that are ripe for expansion.

Food processing and packaging

With approximately 450 companies engaged in food processing, this sector is one of the most important in the economy, making a substantial contribution to the Republic's overseas trade.

Exports of all foodstuffs (including animal feeds but excluding live animals) rose from £294 million in 1973 to £1,021 million last year and made up 34 per cent of all exports in 1973 but only 26 per cent last year. Given the volume of industrial production achieved by the new overseas investment which came on stream during this period, however, this drop was inevitable and does not detract from the continuing importance of the agricultural and food sectors to the economy as a whole.

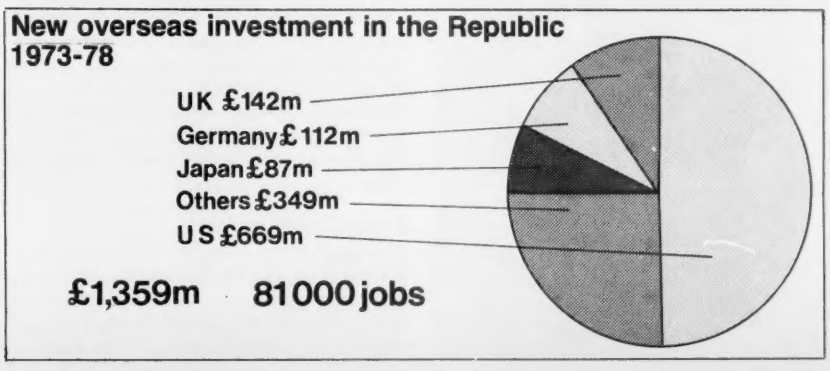


Textiles is one of the sectors in which there has been considerable investment in recent years.

The composition of the food processing industry in the Republic is dictated largely by the pattern of the country's agriculture. This means a heavy emphasis on beef and dairy products, followed by pig and pigmeat products. Sheepmeat is also produced in quantity, and there is a fairly substantial fish curing and processing industry. Beet sugar is produced by a single, state-owned enterprise, Irish Sugar Ltd, and a wide range of other commodities is produced, once mainly for domestic consumption, but now in growing volume for export, mainly to Europe and north America.

The soaring prosperity of the farming industry since EEC accession is producing the funds required for the rapid expansion of the food processing industry particularly in meat and dairy products.

As a result of a major examination of the beef industry by the IDA, a development strategy has been formulated for the beef processing industry over the next 10 years. IDA assistance to the industry will be aimed at increasing production in the boning of carcasses into vacuum-packed and portion-controlled cuts and processing into canned and frozen products.



On the dairy side, in 1977, 70 per cent of milk output was used for the manufacture of butter and skim milk powder. To help the dairy industry play its part in creating more jobs, more milk will have to be used to make products with a real employment potential and for which market opportunities are likely to be available. The number of new jobs that could be created by 1981 is 1500.

The government is urging new investment in food processing and has stressed its importance on more than one occasion. Desmond O'Malley, Minister of Industry, Energy and Commerce, said earlier this year that the processing industry was too dependent on a small range of basic products in each of which the EEC – its principal market – was already self-sufficient. To meet the challenge, it would be necessary to provide a wider range of high-quality products, to upgrade existing ones, and to ensure a consistent high quality all the year round, he said. 'Our objective should be no less than to make Ireland the world's premier food producer.'

Much of the new agricultural business that has developed since entry into the EEC is dominated by farmers' co-operatives like Golden Vale, in Charleville, Co Cork made up of nearly 9000 farmers in Cork, Limerick and Clare. The co-operative manufactures 7000 tons of cheese, 11 645 tons of butter and 29 016 tons of milk powders.

This progressive farmers' co-operative owns its own engineering company, Golden Vale Engineering, which manufactures most of the dairy equipment used by the creamery. It also manufactures a wide range of equipment for the pharmaceutical, brewing and allied industries and is probably the Republic's largest user of stainless steel.

Recently there has been some growth in the home production of certain of the simpler types of food processing equipment, especially for the dairy product industry. Stainless steel fabricators, in particular, have shown themselves able to meet overseas competition. Nevertheless, total imports of food processing machinery (not including packaging plant) rose from £8.2 million in 1973 to £12.3 million in 1977.

The UK share of this market slipped, however, from 53.3 to 51.3 per cent over this period. And it would appear that the UK has not succeeded in taking full advantage of a further increase in imports of some 13 per cent. The main competition is coming from, Federal Republic of Germany, United States, Norway, Italy and Switzerland.

Agricultural machinery

Agriculture's continuing growth offers opportunities for the UK supplier of a wide range of agricultural machinery, ranging from tractors, balers and dairy equipment to simpler pieces of equipment like silage rakes and hay cocklif-.ers. Although the government is keen to encourage its own agricultural machinery industry, characterised until now by a very poor rate of development in an era of agricultural and industrial expansion, Britain has slightly improved its market share, now standing at 53.2 per cent. However, it is possible that an improvement in distribution arrangements and in spare-parts service would enable this share to be still further enlarged.

In a detailed report last year on prospects in this sector, the Confederation of Irish Industry pointed clearly to a market for equipment of many kinds. There is a growing domestic manufacturing capability of certain items, particularly for the dairy industry, and also for prefabricated buildings, silos and simpler machinery. But this is not on a scale to deter the UK supplier, and indeed, offers some opportunities for manufacturing under licence.

Contractors' plant and equipment

Following a period of recession, the building and construction industry is again buoyant. Turnover in 1979 is expected to be around £1,200 million. All sectors – private housing, industrial building, commercial property and local authority work of many kinds – are contributing to the boom.

Housing, which accounts for over 40 per cent of output, is the most important part of the building industry. The government target is for 23 000 to 27 000 houses a year up to 1980. A high standard of construction and improved thermal insulation standards are aimed for by the Structural Guarantee Scheme.

To cater for the planned industrial expansion, the IDA will continue its major programme of advance factory construction designed to more than double the volume of space previously available. Over half a million square feet of space will be provided for small, indigenous enterprises.

The first two phases of the programme, involving the construction of almost 900 000 sq ft of factory space, will provide 38 advance factories and four clusters at locations throughout the country.

Stimulated by this rise in building activity, there is an increased demand for all kinds of contractors' plant in which the UK already has a substantial market share. Considerable opportunity also exists for a wide range of building materials and components including heating and ventilating equipment and ancillaries.

DIY and hardware

Do-it-yourself and hardware is another enlarging sector worthy of attention. Although the UK has a large share of the market, competition from other EEC countries is increasing as the market expands. Growing sales through non-traditional outlets – department stores and supermarkets – are available to companies prepared to intensify their sales pressure, improve packaging, and employ special promotions.

Electronics

Electronics is currently the IDA's major target and is the industrial sub-sector which is contributing the largest number of jobs from overseas firms. The electronics sector is growing at an annual rate of over 40 per cent while individual product groups in this sector – for example computers and computer related systems – are expanding at rates of almost 100 per cent per annum.

Fourteen major international electronics companies are already in the Republic and the IDA is in an advanced stage of negotiation with a number of other international companies.

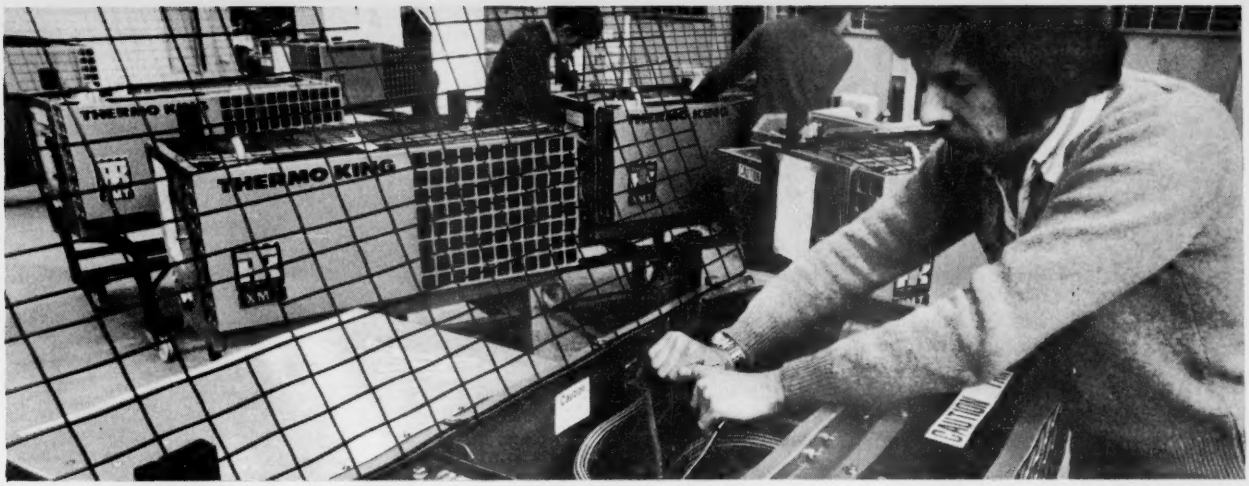
When the Mostek Corporation project was announced earlier this year, it was described by Desmond O'Malley as a 'strategic and most important addition to the Republic's growing industrial base'. The decision, he said, underlined the Republic's importance as a European manufacturing base for high-technology projects.

Companies, mainly from the United States and Japan, tend to import from the parent countries for the first six months and then look around for more immediate sources of supplies. New manufacturing projects for such items as computer cabinets and small transformers have been set up in the Republic but British companies should consider the wide variety of opportunities that this growing and important sector will provide.

Infrastructure projects

Despite the vast amount of new industry springing up all over the country, however, much needed improvements in infrastructure have not been forthcoming. The government admits in its national development white

Cow and Gate Ireland Ltd, a wholly owned subsidiary of Unigate Overseas Ltd, was established in 1973 alongside Wexford Creameries. The company manufactures demineralised whey and baby foods.



Thermo King US (Westinghouse) started production of refrigerated truck units in Galway in 1976. United States' investment in the Republic is increasing four times faster than in the EEC as a whole.

paper that faster development of the economy needs to be underpinned by additional investment in infrastructure. In addition to increased capital expenditure, funds granted for joining EMS, amounting to £275 million over a five-year period, have been earmarked for essential improvements in three priority sectors – telecommunications, roads, and water and sanitary services.

Telecommunications

Quite apart from the fact that telephone and telex systems are lagging well behind the requirements of modern export-oriented industry, there is an urgent need to counterbalance the psychological and physical disadvantages of being far from central markets if the attraction of foreign firms is to continue.

Althought there has been continuous development of the telephone system over the years and many major improvement schemes are in progress, much remains to be done. Telephone density – 15 per 100 of the population – and the percentage of telephones served from automatic exchanges – 87 per cent – are the lowest in the EEC.

Parallel with the telephone system and in line with the rapid development of communications technology, the provision of high-quality basic transmission networks is of prime importance to meet the growing demands for telex systems and computer data transmission facilities. Increasing demand will require a major new telex exchange by 1980, arrangements for which are already well in train.

The present five-year plan up to 1982, estimated at £350 million, aims at increasing progressively the annual rate of connections from 45 000 at present to 80 000; raising to 96 per cent the percentage of automatic telephones; and expanding the network to meet increased traffic and improving the quality of the service.

Major elements in the programme include an increase in the number of exchange lines to 575 000 and in the number of telephones to 775 000 – representing a density of 23 per 100 of the population; 22 new automatic exchanges in the Dublin, Cork, Galway and Limerick areas and extending the equipment in nearly all other automatic exchange areas; large-scale extensions to the trunk network serving most major centres including Dublin, Cork, Limerick, Galway, Wexford, Navan, Portlaoise, Mullingar, Sligo and Athlone; major new trunk routes including a new micro-wave link to Britain and new micro-wave systems to serve a number of areas including Waterford, Arklow, Wicklow, Sligo and Castlebar; progressive extension of existing international automatic exchanges – further international automatic links to be provided; and provision of new buildings and extensions at over 260 centres.

Roads, ports and railways

Road improvement is a vital element of the government's regional and industrial plan. Although in terms of kilometres of road per head of population and per vehicle registered, the Republic has one of the most extensive road networks in Europe, there are serious defects in this network, not a mile of which is of motorway standard. The national primary routes alone, which comprise only 3 per cent of the road network, carry 25 per cent of the traffic. Good road links are essential if balanced regional development is to be achieved and investment attracted to the less developed areas of the country.

The main objective of the plan is to achieve by 1990 a situation whereby the country's national route network and principal urban road systems will have been significantly improved. On full implementation, the national primary roads and important sections of the national secondary roads will have been brought up to full two-lane standard; most intermediate towns on the national primary routes will have by-passes; the principal access routes to Dublin and other major urban centres, including air and sea ports, will have been upgraded; and significant sections of the ring roads of Dublin, Cork and Limerick will have been completed. The project is expected to cost almost £600 million, of which three-quarters will be applied to the development of national routes and major urban roads.

In view of the Republic's dependence on overseas trade, the bulk of which passes through sea ports – 71 per cent in 1977 – substantial investment in port facilities is planned over the next few years to underpin the expected growth in the volume of new trade and as an element in the attraction of new industry.

Work is proceeding on the provision of a new deepwater harbour port at Cork (see page 12). Expenditure this year will be in the order of £5 million and the total cost of the project is estimated at £16 million. Dublin port and docks board has updated its five-year development plan which will involve £15 million at 1978 prices and will provide the additional facilties required to cater for the projected increase in traffic throughout the port. Expenditure this year will be about £2.7 million. The government has also approved a state grant of £1.25 million towards extension works at Rosslare harbour consisting of construction of a new pier and roll-on roll-off berth and ancillary facilities. The cost of the scheme is estimated to be £3.75 million (at 1978 prices). Work is in progress and is expected to be completed in early 1980.

Measures to improve the internal transport system include urban road and rail passenger services, particularly in the Dublin area, and mainline passenger and freight services nationally.

At the end of May, the government gave the go-ahead for the first, £40 million, stage of a rapid rail plan for Greater Dublin as a means of reducing traffic congestion. The national railway, CIE, will carry out an electrification of the railway line from Howth to Bray and purchase new rolling stock. Total cost of the scheme is estimated at about £220 million (at 1978 prices), with the work being phased over 20 years. CIE also intends to modernise its mainline network in the hope of attracting to rail as much as possible of heavy freight traffic and long distance passenger travel.

Water, sewage and effluent treatment

The Republic has come rather late to an awareness of the need for improved water supplies and proper treatment of sewage and industrial effluents, passing its Local Government (Water Pollution) Act only two years ago. Underground water is probably the most untapped of the Republic's natural resources, but consumption of it is the lowest in the EEC. In addition to increasing demand for high-volume, clean and reliable supplies of water for urban centres and industries such as food processing, a growing environmental lobby has meant that all industrial development is subject to strict environmental clearance which has boosted the need for treat-

ment plant. The IDA imposes strict requirements on new industries' provision for effluent treatment, and provides substantial grants towards the cost of the necessary plant.

Responsibility for the water supply is in the hands of each local authority, many of which are embarking on new projects. In the Dublin area, a massive programme is underway to serve three new towns west of Dublin – totalling 100 000 people. Also in progress is a scheme to cope with expanded needs of Dublin itself. This involves a main-drainage scheme and new treatment house.

The largest water scheme in the British Isles is underway in Cork as part of the Cork Harbour development plan (see page 12). This includes a sewage scheme, a major £38 million water scheme which will cope with 300 million gallons a day, carried in 2 m diameter pipes, and a £1 million drainage scheme to cater for heavy port-oriented industry. Limerick, Galway and Drogheda are all receiving new treatment plant.

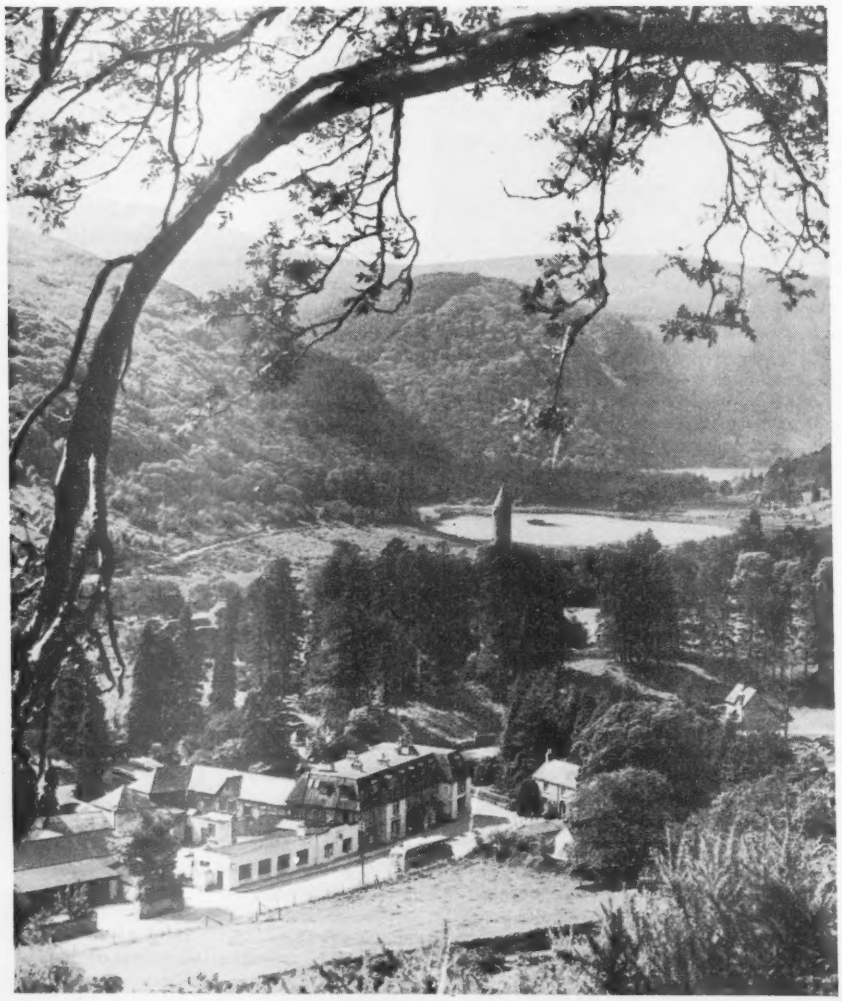
In spite of keen competition from the continent, the growing importance of water supply and related industries offers considerable scope for Britain both in terms of professional consultancy services and hardware, in particular pumps, valves, instrumentation and the larger diameter iron pipes virtually all of which have to be imported.

Resource-based industry

In a country which imports almost 80 per cent of its primary energy sources, development of the resource-based industries is not surprisingly an important priority. In 1977, imports of coal and oil amounted to £355 million – 6.6 per cent of gnp and 12.5 per cent of total imports. The Republic has a richly varied mineral heritage including industrial minerals such as limestone, gypsum, coal, and peat, which covers 15 per cent of the country.

The government's energy policy is set out in a discussion paper 'Energy-Ireland', published last year. A policy is being developed to try to reduce Ireland's substantial dependence on imported energy, particularly in view of the continued uncertainty about the availability of oil. The policy will evaluate the contribution gas, hydro, coal, and nuclear energy can make towards a degree of self-sufficiency.

Glendalough, Co Wicklow. Courtesy: Irish Tourist Board



Last year, the Republic became the league leader in terms of the number of exploration oil wells drilled, although to date there have been no viable commercial finds. At Kinsale Head, County Cork, natural gas has been located by Marathon Petroleum Ireland Ltd. The first gas came on stream earlier this year and it will be used to manufacture fertiliser for Irish Nitrogen in a new Cork factory, and the balance – nearly 60 per cent – for the generation of electricity at the Electricity Supply Board's new station at Aghada, county Cork, and to supply Cork city.

The main area of mineral activity in Ireland is in the base metals sector in which there are three lead/zinc mines and one copper mine. The Tara lead/zinc mine at Navan is the largest in Europe and one of the largest in the world. Negotiations are currently in progress for a prospective private partner for a zinc smelter in the Shannon estuary at Ballylongford, Co Kerry, to process a substantial proportion of zinc-concentrates from the Tara mine.

Although the Republic's development into a copper, lead and zinc producer of international stature has been dramatic and put the industry onto a secure base, the widening of the metal spectrum is a priority and government is therefore encouraging exploration for uranium.

The IDA is currently carrying out a prefeasiblity study for a new oil refinery project. At present about 40 per cent of market demand for oil products is refined at Whitegate – owned by Irish Refining Company Ltd – the balance being met by importing in product form. Estimated oil consumption by 1981 is likely to reach 10 million tonnes a year. If no additional capacity is located in the country by that time, total existing capacity would account for about 20 per cent of market demand and about 8 million tonnes would have to be imported.

To reduce over-dependence on oil imports, serious examination is also being given to the feasibility of and need for a nuclear power station, possibly at Carnsore, in county Wexford.

Tourism

A profile of the Irish industrial scene is not complete without some reference to tourism. The Republic is a country of great natural beauty, of legend, tradition, and unique culture. Last year, for the first time, tourists numbered 2 million and are expected to reach 2.4 million by 1980.

Tourism is showing a strong recovery with an associated foreign earnings level of about £290 million. To accelerate the existing rate of growth in tourist arrivals, the government intends to increase expenditure on promoting tourism over the next two years. This is expected to generate additional revenue of up to £20 million a year by 1980, when tourism earnings are expected to amount to £351 million (at 1978 prices).

Although the current post and telecommunications strike is having an adverse effect on the level of bookings for this year and the prospect of petrol shortages may deter holiday motorists, despite the government's attempt to ensure that supplies will be available for them, the long-term effect on the development of the tourist industry is not thought to be significant.

Overseas trade exhibitions

British books write success in Los Angeles

From James H. McIntyre, British consulate-general, Los Angeles

One of the largest joint ventures to be organised by the British Overseas Trade Board took place in Los Angeles on the occasion of the 1979 American Booksellers' Association convention and thirty-second trade exhibition. Over 80 British booksellers took part in the joint venture, co-sponsored by the British Book Development Council and held at the LA Convention Center from 26 to 29 May.

Books from printers and publishers in some 15 countries were on display at the exhibition attended by over 21 000 people from the industry throughout the world.

Ideal site

Southern California is the home of a large and growing number of writers and publishers and Los Angeles was an ideal site for the event. It was well organised, active and businesslike with the British contingent receiving some 6000 serious inquiries and taking orders approaching £2 million. They have prospects of additional sales totalling $9 million over the next year as a result of taking part in this fair.

The British contingent exhibited a comprehensive selection of titles with some special interest being shown in technical publications and in acquiring rights to British book titles.

Largest show

This is the largest show of its kind in the United States: many university printers were there in addition to, this year, 100 publishers who had never before taken part in the show. Well-known authors were in attendance, signing autographs, and an interesting series of seminars was arranged for visitors. Altogether a total of 1400 exhibitors took part, the British contingent being by far the largest of those from overseas.

The show offered a unique opportunity for British booksellers to meet writers, publishers, printers and members of the distribution trades from all over the United States, especially retailers and small publishing companies who do not normally attend fairs outside the country. It was also particularly useful for the 30 British firms exhibiting for the first time.

The next show will be held in Chicago on 7 to 10 June 1980. British exhibitors at Los Angeles were so successful that it is expected that up to 100 UK firms may take part in the 1980 fair.

Experiment pays off at Expozoo

From Helen Taylor, British Embassy, Paris

Britain had the largest foreign contingent at Expozoo 79, the salon for the pet trade, held from 26 to 28 May at the Porte de Versailles Exhibition Park in Paris.

The salon was being presented under a new name and in a modified form this year, so the event was something of an experiment for the 30 British companies making up the joint venture sponsored by the Pet Trade Association Ltd and the British Overseas Trade Board. Those companies already established in Europe found they were able both to consolidate their position with regular customers and to make new contacts. Freeline Ltd took orders for its dog guards from Denmark, Norway, Belgium and Italy as well as France. Armitage Bros Ltd, presenting a number of brands of pet products, saw a number of clients from the Benelux countries, and Canac Pet Products contacted both old and new customers.

Companies dealing in aquaria products did particularly well. Interpet, which in recent years has built up its market in France, contacted new wholesalers at the show and also increased sales to existing customers; the company also did business with a variety of other European countries. King British Aquarium Accessories, specialist in bulk sales to France, reported that it was very satisfied with the results; New Technology, a company that also does good business in France, made fresh contacts. Tropicure Products, exhibiting for the first time in France, took several orders and received many more serious inquiries to be followed up later.

Commanding position

Harry Irving, a firm that has achieved a commanding position in Europe, used the exhibition to present new ranges of its leather products for different sectors of the market; during the show, it obtained an important new account in France. Shaws Veterinary Chemists also launched its new reflecting collars and leads for use at night. Shaws expressed extreme satisfaction at business done.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699. ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

UK at Cairo medical fair

Mike Darling, Penlon's export sales executive, demonstrating the IM 500 anaesthetic machine to Dr M. Samie, head of anaesthetic department, Al Azhar University, at the Cairo exhibition of hospital equipment. A group of 26 British companies took part with the backing of the British Overseas Trade Board and the sponsorship of the British Health-Care Export Council. The wide selection of products on show ranged from surgical sutures and ligatures to hospital beds and anaesthetic equipment.

UK on show at Montreux tv fair

From Brian Haden, British consulate-general, Geneva

Latest developments in tv studio equipment were shown at the eleventh Montreux television symposium and technical exhibition held from 27 May to 1 June. The exhibition is held every two years.

On this occasion, a temporary building had to be constructed to house an increased number of exhibitors (152 this year against 120 to 130 during previous exhibitions). Exhibitors came from 17 countries, and it is claimed that some 20 000 delegates and trade visitors attended the symposium sessions and technical exhibition. The event is not open to the public.

The Electronic Engineering Association and the British Overseas Trade Board sponsored a joint venture of 27 British companies, as it did in 1975 and 1977. There were also 19 independent exhibitors from Britain, including such household names as Rank and Marconi as well as the British offices of multi-nationals like Ampex, Eastman Kodak and RCA International. This meant that altogether, the contingent from the United Kingdom represented almost one-third of the total number of exhibitors.

There was a great deal of British equipment on display including audio control modules, console-mounted audio mixing systems, broadcast intercom systems, script scan units, on-camera prompters, caption equipment, viewdata information system for Prestel.

Joint-venture exhibitor Quantel took a

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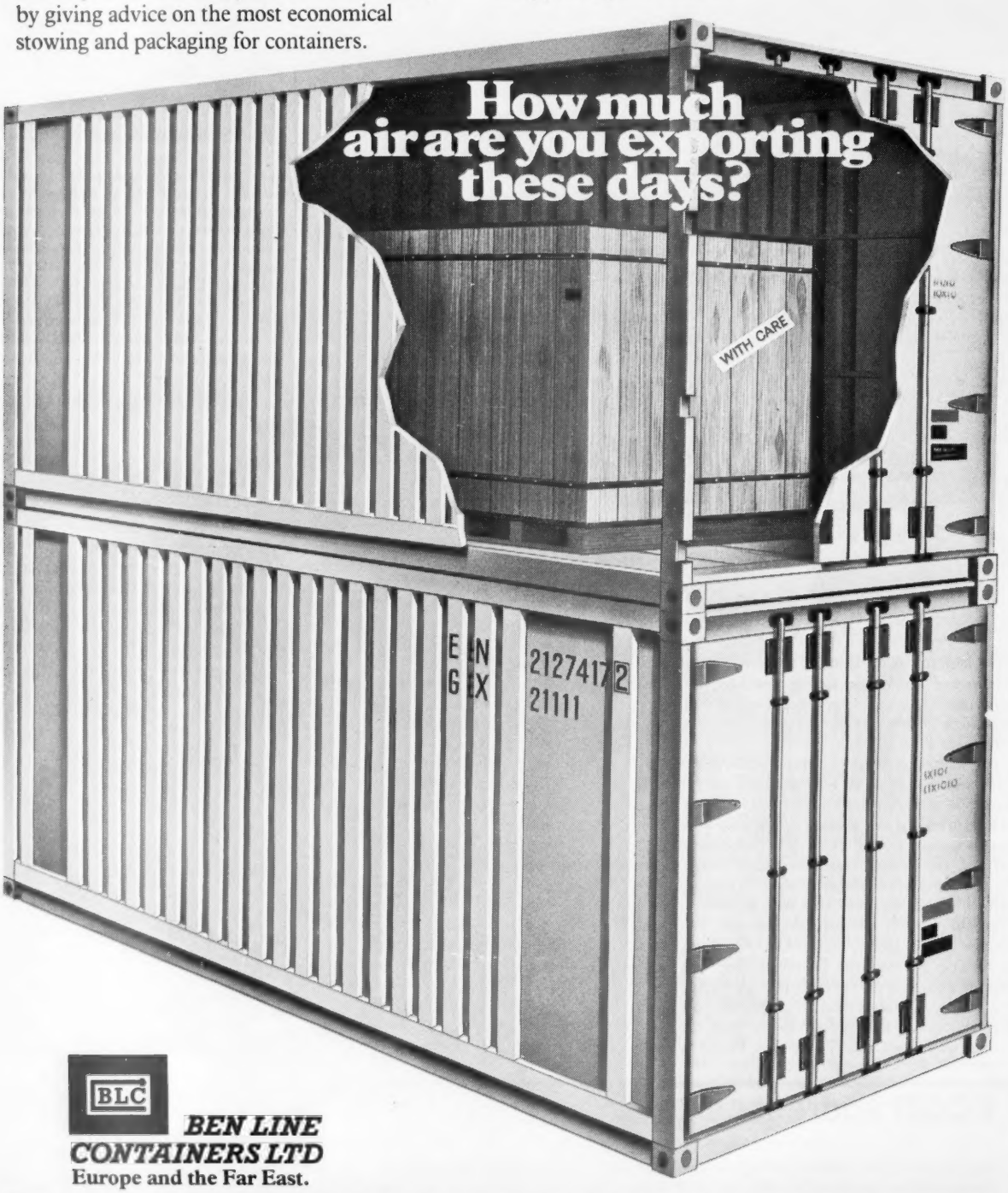

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small order for equipment worth £1,000 within a couple of hours of the opening of the exhibition. Dynamic Technology took a £50,000 lighting equipment order from a visitor from the United Arab Emirates.

As usual, important British speakers contributed to symposium sessions throughout the event.

British see potential for building products in Hong Kong

From Jim Morrison, British trade commission, Hong Kong

Baggage-laden travellers returning from the month-long spring trade fair in Canton jostled with representatives of Hong Kong's building and construction industry seeking entry to a trade exhibition. The scene was in the main concourse of the Kowloon railway station from 9 to 12 May, when the station once again doubled as an exhibition site, this time for Hong Kong's first international building exhibition – Ibex.

Following Sibex in Singapore in 1976 and 1978, the organisers decided to alternate this regional exhibition with Hong Kong. Quite apart from regional opportunities, they were doubtless attracted by the colony's own building boom which shows little sign of abating.

Exhibitors came from all over the world. Besides individual exhibitors from Hong Kong, Portugal, West Germany, Spain, Denmark and Singapore, there were large national groups from Britain, Australia, Italy, Philippines and the United States. Australia and Italy may have had numerical strength but the British flexed their muscles in the biggest space.

Following the British industrial exhibition (BIE) in March 1978 and the Building Materials Export Group's strongly supported trade mission in September 1978, it was good to see 15 firms continuing to demonstrate British industry's keen interest in Hong Kong's building market in particular and the region's in general. The Building Centre Group, sponsors of the British contingent with British Overseas Trade Board support, manned an information booth from which it promoted and answered questions about the UK industry as a whole.

British products on display ranged from folding shutter doors to ceiling fittings and roofing materials and included sanitaryware and pipework fittings, kitchen and bedroom furniture and fittings, floorings, cement products and, appropriately for the mushrooming discos in Hong Kong, decorative lighting systems for floors, walls and ceilings.

All the British exhibitors agreed that the tariff-free Hong Kong market was fiercely competitive but to a man they saw considerable potential for their products. Most were exhibiting in support of their agents. The few who came to appoint distributors did just that. One exhibitor reported that his sales to Hong Kong had gone up from £6,000 to £100,000 since his appearance in the BIE last year. Another anticipated £120,000 worth of business to come his way in the next 12 months and yet another reported continuing business totalling £250,000.

Thoughts that the property boom in Hong Kong may be over following budgetary measures to cool an overheated economy were dispelled with the recent disclosure that a new residential development on Hong Kong Island, where work has hardly begun and will not be complete until late 1981, has been presold for HK$900 million.

Quite apart from the phenomenal private sector programme of industrial, commercial and residential building, the Hong Kong government's low-cost housing scheme will account for over £100 million annually until 1984, and by 1982, new hotels will add 50 per cent to Hong Kong's existing 14,168 hotel rooms. It was against this background that 15 British firms chose to participate in Ibex '79.

Overseas trade
export services

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

New UK-Germany link opened by Lep

Earlier this month, Lep Transport introduced a new regular groupage service from London to Furth/Nurnburg and return on a weekly basis, in conjunction with its agents, Danler.

Lep's own London depot at Charlton, consolidates the goods for export and will load each Tuesday with a 48-hour transit time.

In recent years, Lep has significantly developed its range of German groupage services and there has been a substantial increase in the volume of traffic carried.

Lep continues to operate comprehensive services to and from Düsseldorf, Frankfurt, Hamburg, Hanover, Stuttgart and Munich.

Further information: circle 507.

Foss starts groupage to Aqaba

Europe-middle-east ro-ro operator Foss has extended its services to accept UK groupage traffic for Aqaba.

Aqaba was added to Foss' range of Red Sea calls in September 1978 and the company has now introduced the groupage service in response to shipper demands.

Groupage shipments are consolidated at Felixstowe for the three sailings per month service to Aqaba; first vessel accepting groupage cargo was the *Tor Caledonia*, which sailed from Felixstowe on 5 June.

The new service complements groupage services already available on Foss sailings to Jedda, Dubai and Kuwait.

Foss offers scheduled ro-ro services to Jedda, loading weekly at Felixstowe, Rotterdam and Antwerp, and at Bremerhaven on a monthly basis. A fortnightly service is operated to Dubai and Dammam. Regular scheduled calls are also made at Port Sudan, Hodeidah and Kuwait.

Further information: circle 508

Cave Wood extends freight services to France

Cave Wood International Transport has launched two additional freight services to France as a further extension of its new Paris link with its sister company Mitjavile SA. Cave Wood now run a guaranteed daily transport service to Paris for all general merchandise and cargo.

Goods will be grouped at the company's main warehouse at High Wycombe as well as its Market Harborough collection depot, serving the Midlands, and Sheffield which serves the north of England.

The normal transit time from High Wycombe to Paris is 12 hours and, on arrival, goods will immediately pass through Mitjavile's own warehouse/distribution centre sited within the main Pantin customs clearance terminal.

The second new service is a groupage facility to Lille – the first to be operated direct to this area by the company.

Cave Wood anticipates that this new through service will be of particular interest, for example, in the Manchester and Yorkshire areas

Further information: circle 509

Pony Express introduces air courier service to Africa

The air courier division of Pony Express, has announced a major expansion with the introduction of new services to west Africa and the middle east.

The air courier division complements the ground operation which specialises in the fast transport of packages, parcels and other goods with a collection and delivery service using motorcycles and light vans on a round-the-clock operation.

Further information: circle 510

Tehran service restarted

Container-Lloyd (UK) has resumed its container service to Tehran through Turkish ports. The service for 20 ft and 40 ft containers will be on a weekly basis from several UK ports with less than container loads being offered later on.

Further information: circle 511

Overseas trade country data

Australia

Tanned leather, dressed fur. The Australian government has requested the Industries Assistance Commission (IAC) to inquire into and report on the question of assistance for the local production of tanned and finished leather falling within tariff items 41.01 to 41.10 inclusive, and dressed furs falling within tariff items 43.01 and 43.02.

The IAC has further been requested to report to government by the end of July as to whether assistance be accorded the industry in the short term, pending submission of its report and recommendation on the assistance needs of the industry in the long term.

The public hearing has been arranged for 15 June at the Public Inquiry Room, Industries Assistance Commission, PO Box 80, Canberra ACT 2600.

Inquiries: CRE 01-215 5319.

Ref: CRE 894/79

Proposed tariff changes. In a package of budgetary measures for 1979-80, announced on 24 May, the Australian government stated its intention to impose from 1 July 1979 an *ad valorem* revenue customs duty of 2 per cent on most goods currently imported free of duty, where international trade commitments and understandings permit. Further details will be published as soon as they are available.

Inquiries: CRE 01-215 5319.

Ref: CRE 879/79

Dental materials. A notice in *Trade and Industry*, 27 April, reported that the Australian government had requested the Industries Assistance Commission to inquire into the question whether assistance should be accorded the local production of dental materials falling within tariff items 30.05 and 34.07.

It has now been announced that the public hearing will be heard on 25 June 1979, beginning at 10.00 hrs, in the Public Inquiry Room, Industries Assistance Commission, 12th Floor, Marland House, 570 Bourke Street, Melbourne, Victoria.

Inquiries: CRE 01-215 5319.

Ref: CRE 736/79

Baby carriages. A notice in *Trade and Industry*, 6 April, reported that the Australian government had requested the Industries Assistance Commission to inquire into the question as to whether assistance should be accorded the local production of baby carriages and parts therefor falling within tariff item 87.13.

It has now been announced that the public hearing will be heard on 20 June beginning at 10.00 hrs, in the Public Inquiry Room, Industries Assistance Commission, Marland House, 570 Bourke Street, Melbourne, Victoria.

Inquiries: CRE 01-215 5319.

Ref: CRE 732/79

Barbados

Import licensing. The Barbados authorities have announced that a licence is now required for the following items:

Tariff no./Description of goods
07.04
Dried, dehydrated or evaporated vegetables whole, cut, sliced, broken or in powder but not further prepared
ex 21.07.9
Frozen french fries, frozen potato chips

Inquiries: OTAR 01-248 5757 ext. 7312.

Chile

Payments for short-term imports. From 2 May Chile's Central Bank introduced the following changes on regulations governing payment of short-term imports:

1 Imports of consumer goods other than saloon cars. Remittance of foreign currency by the intervening commercial bank must be done not later than 120 days counted from date of shipment as opposed to the previous 180 days ruling.
2 In the case of saloon car imports, such remittances must be done not later than 90 days from shipment date (previously 180 days).

Imports of capital goods, spare parts for same and raw materials continue unaffected – that is, remittance can be freely negotiated between importer and supplier to take place not later than 360 days from shipment date, unless such items are imported using long-term credits or any other financial arrangement lasting over a year (in which case prior approval from the Central Bank is required when initiating negotiations with the foreign supplier).

Inquiries: OTAR 01-248 5757 ext. 474/476.

France

Domestic rabbit meat. A summary of the method for importing domestic rabbit meat is published in the French *Official Journal*, 17 May.

Copies of the French text and an unofficial translation are available from OTAR 01-248 5757 ext. 423/408/439.

Greece

Price controls. Following measures introduced on 22 February by the Greek Ministry of Commerce to control retail and wholesale prices, the Ministry of Commerce announced on 11 April revised procedures to control price increases for manufactured goods, excluding food and beverages. The main amendments are as follows:

Prior approval of the Minister of Commerce for price increases is no longer required, provided the increase is not more than 10 per cent on locally produced goods or 8 per cent on imported goods above the 1978 prices.

The cost of the imported goods is taken as cif invoice value in drachmae plus import duties, taxes, etc, customs clearance expenses and bank charges.

The gross profit margins for importers/wholesalers is limited to a maximum of 25 per cent.

The gross profit margins for retailers is limited to a maximum of 100 per cent of manufacturers or imported price.

A copy of the relevant decision, A3-3385 of 11 April, is available from OTAR 01-248 5757 ext. 439.

India

Price control on drugs. The Central government of India has issued the Drugs (Prices Control) Order, 1979. This supersedes the Drugs (Prices Control) Order, 1970 and comes into force on the date of its publication in the *Official Gazette*, ie 31 March.

Copies of the *Official Gazette* are available from OTAR 01-248 5757 ext. 420/475.

Import policy 1979-80. The Indian government has issued its import policy for the period April 1979-March 1980 which was in fact delayed until 1 May.

There are no major changes in the import policy and the liberalising measures introduced last year have been retained. It should be emphasised that consumer goods in general continue to be prohibited imports.

Some specific changes include:

1 Import of natural rubber and aluminium now canalised through State Trading Corporation and Minerals and Metals Trading Corporation respectively.
2 Photographic studios allowed to import sophisticated cameras (specific types only).
3 Some items of printing machinery and machinery for manufacture of electronic components included in Open General Licence List.

Inquiries, which should specify the item(s) and CCCN numbers, to OTAR 01-248 5757 ext. 420/475.

Indonesia

Glass fibre. The Indonesian government has announced that from 23 March, partial exemption of import duty for glass fibre materials under heading 70.20 B. Glass fibre materials and glass fibre woven roving are now granted partial exemption, so that the import duty becomes 20 per cent.

The Indonesian government has also announced an addition of a new sub-heading: 70.20.25 – Articles made from the said materials, import duty 60 per cent, sales tax 10 per cent.

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Polyurethane in emulsion. The Indonesian government has announced partial exemption, retroactive from 1 October 1977, from import duty and sales tax chargeable on polyurethane in emulsion, under heading 39.01.10, so that the import duty becomes 15 per cent and the sales tax 5 per cent.

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

Italy

Imports of wool. Because of recent difficulties over the importation of angora wool and other fine wool into Italy, a memorandum is now available showing the latest requirements by the Italian authorities. Copies are available on request from OTAR 01-248 5757 ext. 466/467/288.

Ivory Coast

Pre-shipment inspection. The government of the Ivory Coast advised exporting countries on 23 March that as part of its trade liberalisation programme imported goods under the following tariff headings will be exempt from pre-shipment inspection:

01.01-01.06; 02.01-02.05; 03.01; 03.03; 04.01; 04.03; 06.01-06.04; 07.01-07.06; 08.01-08.13; 10.06; 16.01; 17.01; 23.01-23.07; 25.23.10; 27.09.00; 27.10 and 27.11; 27.14; 30.01-30.05; 36.01-36.05; 37.06 and 37.07; 38.14.20; 39.07.40; 40.10; 40.14.20; 42.04.10; 49.01.10; 49.01.20; 49.01.30; 49.01.40; 49.02; 49.07; 59.16.00; 68.14.00; 70.08.10; 71.01-71.16; 72.01; 72.03; 73.29.01; 73.29.09; 73.32.00; 73.32.00; 73.35.10; 73.35.90; 73.40.20; 74.01.20; 74.15.00;74.16.00; 75.01.20; 76.01.20; 77.01.20; 78.01.20; 79.01.20; 80.01.20; 84.05.20; 84.05.40; 84.06.72; 84.06.79; 84.08.61; 84.08.62; 84.08.63; 84.08.69; 84.10.10; 84.10.20; 84.10.31; 84.10.32; 84.10.33; 84.10.50; 84.10.60; 84.10.75; 84.11.40; 84.11.60; 84.11.80; 84.14.40; 84.17.72; 84.17.79; 84.18.10; 84.18.21; 84.18.22; 84.18.29; 84.18.51; 84.18.59; 84.18.71; 84.18.79; 84.18.90; 84.19.50; 84.20.50; 84.21.61; 84.22.81; 84.22.89; 84.23.90; 84.24.90; 84.25.90; 84.29.90; 84.30.90; 84.31.90; 84.32.90; 84.33.90; 84.34.91; 84.34.99; 84.35.90; 84.38.90; 84.40.90; 84.41.90; 84.42.90; 84.43.90; 84.44.90; 84.48.10; 84.48.20; 84.48.30; 84.48.41; 84.48.42; 84.48.49; 84.49.90; 84.55.30; 84.56.90; 84.57.90; 84.59.09; 84.59.95; 84.59.99; 84.61.91; 84.61.99; 84.62.00; 84.63.01; 84.63.09; 84.63.11; 84.63.19; 84.63.21; 84.63.29; 84.63.81; 84.63.89; 84.63.90; 84.64.10; 84.64.20; 84.65.90; 85.01.49; 85.01.90; 85.02.51; 85.02.59; 85.02.90; 85.04.90; 85.08.01; 85.08.02; 85.08.03; 85.08.09; 85.08.11; 85.08.12; 85.08.13; 85.08.19; 85.08.21; 85.08.81; 85.08.82; 85.08.83; 85.08.89; 85.08.90; 85.11.90; 85.13.90; 85.15.91; 85.15.92; 85.15.99; 85.19.90; 85.21.40; 85.21.90; 85.24.90; 85.28.00; 86.09.00; 87.06.10; 87.06.00; 87.06.35; 87.06.40; 87.06.45; 87.06.50; 87.06.55; 87.06.60; 87.06.65; 87.07.90; 87.12.30; 87.14.80; 90.01.20; 90.04.10; 90.11.00

Inquiries: OTAR 01-248 5757 ext. 472.

Jamaica

New customs tariff. The Jamaican authorities have issued a new customs tariff.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Malaysia

Seat belts. The Malaysian government has passed the Customs (Prohibition of Imports) (Amendment) Order 1979, which came into force on 1 March. Under this amendment, safety seat belts falling under heading 87.06.960 may not be imported into the federation, unless they comply with the following conditions:

The safety seat belt assembly shall be of the standard which conforms to the Malaysian Standard MS 6.3:1972 and MS 6.29:1978 or any foreign standard specified in the schedule to the Motor Vehicles (Safety Seat-Belts) Rules 1978 and shall bear the appropriate standard mark or otherwise to that effect. The consignment must also be accompanied by a letter or certificate from the standards organisation or recognised certification agency or an approved testing agency of the country of origin affirming the validity of the claim.

Further details on technical standards are available from: Technical Help to Exporters, Maylands Avenue, Hemel Hemstead, Herts, tel. 0442-3111.

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

Mauritius

Import credit restrictions. The Mauritius government has decreed that, with immediate effect, commercial banks in Mauritius are no longer allowed to extend credit to their customers for the import of items of 'lower priority'. Nor will importers be permitted to make use of any credit facilities offered by their foreign suppliers.

Those credits which are in existence will have to be extinguished by 30 June. For all 'lower priority' imports traders will have to make a cash payment out of their own funds equivalent to 100 per cent of the value of the goods at the time of opening of a credit and in the case of bills for collection a similar payment will have to be made before documents are released or any transfer of funds is made.

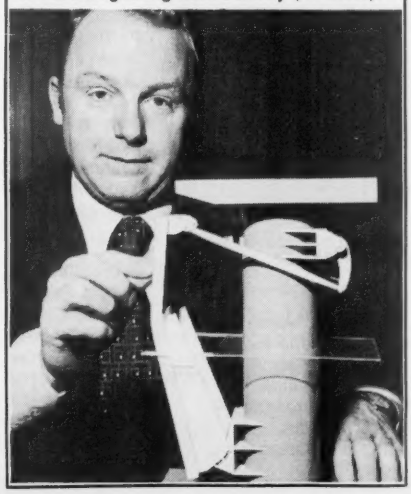
Broadly speaking, an item of lower priority is defined as one for which the general plus fiscal duty exceeds 20 per cent. An item is considered to be of lower priority if the general plus fiscal duty exceeds 20 per cent even though the preferential plus fiscal duty may be below 20 per cent, ie in the context of these restrictions preferential rates should be ignored although they will, of course, apply when duty is actually levied.

On items carrying specific duties banks are given responsibility (with recourse to guidance from the Bank of Mauritius) for assessing whether such duties amount, in each particular case, to more or less than the equivalent or 20 per cent general plus fiscal.

Inquiries: CRE 01-215 3331/5226.

New fender from Britain

Cliff Ward, managing director of W. Richards and Sons, Middlesbrough, with a model of his firm's new energy absorbing fender- the Cambridge fender which can be used in any situation where two objects may collide and possibly cause damage. Mr Ward is offering the new system and an extensive range of fabricated steelwork and marine bollards when he leads the North of England Development Council's trade mission to Greece beginning next Sunday (17 June).



Mexico

Tariff amendments. Acuerdos of the Mexican Secretaria de Comercio published in the *Diario Oficial*, 23 April and 4 May, amended the official prices of some goods in the following tariff headings:

08.12 25.07 27.07 28.22 28.35 29.06 29.44 29.14 29.15 29.27 29.44 31.02 37.02 38.01 38.07 38.19 39.01 40.11 48.07 51.01 53.11 73.13 74.03 84.06 84.10 84.11 84.17 84.59 85.12 85.13 85.15 87.06 87.07 90.01 90.05 90.06 90.07 90.09 90.10 90.16 90.28 92.12 92.13 98.07

Inquiries: OTAR 01-248 5757 ext. 476/474.

New Zealand

Tariff amendments. The New Zealand government has issued the Customs Tariff (Miscellaneous) Amendment Order (No. 2) 1979 which came into force on 27 April, amending CCCN 34.03, CCCN 69.11 and CCCN 69.12 to read:

CCCN/Goods	Rate of duty: Normal tariff	Rate of duty: Preferential tariff
34.03 Lubricating preparations, and preparations of a kind used for oil or grease treatment of textiles, leather or other materials, but not including preparations containing 70 per cent or more by weight of petroleum oils or of oils obtained from bituminious minerals:		
011 Of a capacity of 5 litres or more	5	Aul free
69.11 Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian):		
001 Cooking utensils per 100 kg	$33.07 plus 40 [1]	Aul free Can $33.07 [1]
011 Breakfast, dinner, tea and coffee sets; cups, mugs, saucers, plates and dishes per 100 kg	$33.07 plus 40 [2]	Aul free Can $33.07 [2]
021 Other tableware per 100 kg	$33.07 plus 40 [1]	Aul free Can $33.07 [1]
69.12 Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery:		
001 Cooking utensils per 100 kg	$33.07 plus 40 [1]	Aul free Can $33.07 [1]
011 Breakfast, dinner, tea and coffee sets, cups, mugs, saucers, plates and dishes per 100 kg	$33.07 plus 40 [2]	Aul free Can $33.07 [2]
021 Other tableware per 100 kg	$33.07 plus 40 [1]	Aul free Can $33.07 [1]

[1] Plus a duty equal to the amount by which the cif value is less than $2.55 per kg. [2] Plus a duty equal to the amount by which the cif value is less than: a $5.35 per kg in respect of cups or mugs; b $3.40 per kg for: i breakfast, dinner, tea and coffee sets containing cups and/or mugs; ii sets comprising cups and saucers or cups, saucers and plates; c $2.55 per kg for all other goods.

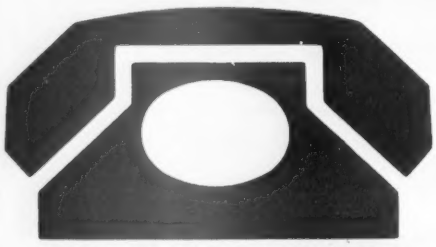
Inquiries: OTAR 01-248 5757 ext. 401/468/469.

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; regulations on foodstuffs, drugs and pharmaceuticals, agency legislation; setting up of a subsidiary company; and the import of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestocks meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A
1 Co-ordination of EEC regulations, requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 Denmark (incl. Faroe Islands and Greenland). EEC legislation on tariff and non-tariff barriers relative to community trade
423 France and French overseas departments, French overseas territories, Comoros
439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Suriname
466 Italy, Irish Republic
467 Federal Republic of Germany

Sub-section B
Efta countries, Spain, Gibraltar, Malta, Israel, Macao

458 Israel, Norway, Gibraltar, Malta
459 Austria, Sweden, Switzerland
460 Portugal, Finland, Iceland, Macao
461 Spain, Canary Islands, Andorra

Sub-section C
1 North America, Bahamas, Bermuda, West Indies

455 Canada
456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)
7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and central America

474 Argentina, British Antarctic Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela
476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D
Africa

462 Algeria, Ceuta and Melilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara
471 Angola, Cape Verde, Guinea-Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa/Namibia and Swaziland), Zambia, British Indian Ocean Territory
472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire
473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E
Australasia and south-east Asia, eastern bloc, China, Mongolia, Yugoslavia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Island (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix and Northern Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F
Middle East (part) and Asia (part)

420 Afghanistan, Burma, India, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic
475 Iraq, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Syria, United Arab Emirates
7062 Bangladesh, Jordan, Maldives, Nepal, Saudi Arabia, Sri Lanka

CRE tel. Direct dialling
OTAR tel. 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Panama

Toilet soap. The Panamanian Price Control Office has announced the following restrictions on the import of toilet soap:

Tariff no./Description	Quota
552.02.01 Toilet soap whose value is less than US$1.50 (fob) per net kg	10 gross kg annually
552.02.01 Toilet soap whose fob value is between US$1.51 and $3.00 per net kg	The amount imported by each company during 1977
552.02.01 Toilet soap whose fob value is more than US$3.01 per net kg	No quota

Inquiries: OTAR 01-248 5757 ext. 476/474.

South Africa

Tariff application. Customs tariff application list 19/79 published in the South African *Government Gazette*, 8 June, contains an application to the Board of Trade and Industries for increase in duty on:

Texturised vegetable protein, classifiable under tariff subheading 21.07.90.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Customs duties. The following amendments were published in the South African *Government Gazette*, 18 May.

R.1033, item 128.40, CCCN 90.09: The effect of this amendment is that microfilm readers are no longer liable to *ad valorem* excise and customs duties. This amendment has retrospective effect to 3 July 1978.

Drawbacks and refunds of duty
R.1034, item 510.01, CCCN 58.05: The provision for a drawback of duty on narrow fabrics of cellulosic fibres, used for strapping sheets of cellulose pulp, is withdrawn.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Switzerland

Import duties. Duties on some UK goods imported into Switzerland were changed on 1 June. Certain goods of the following headings are affected:

17.04, 19.02, 19.08, 21.07

The new rates will apply until 31 August.
Inquiries: OTAR 01-248 5757 ext. 459.

Thailand

Tariff amendments. The Thai Ministry of Finance has issued notice Sor. Kor. 2/2522 which came into force on 11 April and amends the tariff duties on CCCN 70.03, CCCN 73.07, CCCN73.10 and CCCN92.13 to read as follows.

Item/Description	Rate of duty reduced to: *Ad valorem* %	Specific duty: Unit	Specific duty: Rate per unit Baht
70.03 Tubes of neutral glass for syringe industry	3	—	—
73.07 Billets	10	—	—
73.10 Iron products of circle cross-section of a diameter from 35 mm and up and those of rectangular or square cross-section of a thickness from 35 mm and up	2	Kg	0.06
92.13 Video tape recording piece	5	—	—

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Fuel economy. The United States' Environmental Protection Agency published an Advisory Circular, on 26 April, describing the general policies that they will follow in approving fuel economy label formats for 1980 models, and also providing manufacturers with procedures for requesting approval of these label formats.

Inquiries: CRE 01-215 5629.

Plastic netting. The *Federal Register*, 10 May, published a notice by the United States' Customs Service announcing receipt of a petition from an American manufacturer of plastic netting requesting the reclassification of similar imported merchandise as textile articles. Such a reclassification would result in a substantial increase in duty payable.

Comments from those interested (three copies) must be received on or before 9 July.

Inquiries: CRE 01-215 5397.

Noise emission standards. The *Federal Register*, 21 May, published a notice by the United States' Environmental Protection Agency asking for comments on the adoption of a light vehicle noise emission test procedure.

Comments must be received on or before 13 August.

Inquiries: CRE 01-215 5629.

Safety standards. The *Federal Register*, 10 May, issued three notices of final rulemaking, by the Federal Motor Vehicle Safety Administration, granting new tyre size designations to appendix A of Federal Motor Vehicle Safety Standard 109. Dates of effect between 10 May and 11 June.

Inquiries: CRE 01-215 5629.

Sodium hydroxide in solution. The *Federal Register*, 20 April, published a notice by the United States' Treasury Department, announcing an anti-dumping investigation into sodium hydroxide in solution from, among others, the United Kingdom.

Any UK exporters of this merchandise who have not so far been implicated may request inclusion in the investigation.

This is suggested because an individual exporter cannot qualify for exclusion from any possible findings unless all sales from the exporter are examined under section 153.38 of customs regulations and are found to be at not less than fair value.

Furthermore if a finding of dumping is made, future shipments from potential exporters of the goods will be subject to the finding, even though they are not exporting at present.

Inquiries: CRE 01-215 5397.

Uruguay

Duty abolitions. By decree 194/979, 30 March, the Uruguayan government has abolished import surcharges and customs duties on the following products:

1 Fertilisers and/or raw materials used for their manufacture
2 Jute coarse fabrics: polyolephines for manufacture of synthetic jute coarse fabric
3 Seeds as specified by Ministry of Agriculture regulations
4 Vaccines
5 Wire rods SAE 1008/1010, 1030, 1045/1055, for manufacture of galvanised wire
6 All products registered at the Animal Health and Plant Health Department of the Ministry of Agriculture and Fisheries
7 Billets for manufacture of wire
8 Frozen semen from pedigree cattle
9 Chemical products used for the preservation of frozen semen

This decree came into force on 25 April.

Inquiries: OTAR 01-248 5757 ext. 474.

Redifon radios for customs boats

Redifon, a British telecommunications company, has been chosen to supply these 643/CJP mf/hf and other vhf naval radio communications equipment to a West German company to be fitted into customs boats currently being constructed in Hamburg shipyards for Argentina. The contract, worth £750,000, was placed on behalf of the Argentinian coastal patrol services by Mesa GmbH of Hamburg.

Statistics

The economy: selected indicators[1]

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers'	Retailers'	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1977	1975	£ million	£ million			£ million 34,469	19,995	4,540	3,181	£ million		
1973	103.3	65 586	21 609	3 504	4 674	2 983	1 336	432	624	−967	−2 383	1 416
1974	101.4	64 212	21 173	3 822	4 605	1 462	1 288	361	−180	−3 550	−5 235	1 685
1975	100.0	63 385	20 536	3 522	3 841	−1 625	−1 221	−249	−100	−1 787	−3 236	1 449
1976	102.9	63 540	20 395	3 345	3 926	260	316	131	13	−1 072	−3 601	2 529
1977	104.9	62 954	19 961	3 573	4 325	978	442	266	29	371	−1 744	2 115
1978	108.1	66 397	20 514	3 856	4 677	962	597	− 6	333	443	−1 175	1 618
1976 3rd qtr	103.3	15 934	5 177	849	1 005	163	99	81	46	−421	−1 136	715
4th qtr	104.2	16 007	4 955	856	1 014	259	260	17	27	−292	−966	674
1977 1st qtr	103.8	15 622	4 821	851	1 030	430	235	82	117	−401	−946	545
2nd qtr	104.5	15 551	5 010	879	1 044	293	97	179	4	−253	−779	526
3rd qtr	105.0	15 676	5 057	910	1 103	−70	−6	−80	−59	513	−3	516
4th qtr	106.5	15 905	5 073	932	1 149	325	116	85	−33	512	−16	528
1978 1st qtr	105.9	16 296	5 151	923	1 162	291	38	81	62	−369	−596	227
2nd qtr	108.4	16 487	5 161	963	1 174	280	272	−62	128	208	−173	381
3rd qtr	109.2	16 858	5 147	982	1 162	302	175	45	54	154	−367	521
4th qtr	108.8	16 756	5 055	988	1 179	89	112	−59	89	450	−39	489
1979 1st qtr		16 944 pe		948	1 214		33 p	76 p	87 p	−787	−1 181	394
% change last 2 qtrs on prev. 2 qtrs.	+1.7	+1.1	−1.1	−0.5	+2.4							
on a year earlier	+3.1	+4.7	+0.7	+4.4	+3.5							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
						% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payment basis	
	at 1975 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1975	1975	1971 16,296	thousands	Jan. 1974		1975	1975	Jan. 1970	thousands		thousands	1975 19,463	1975 22,699
1973	109.5	108.3	110.3	137.1	93.5	9.1	58.8	66.7	152.1	611.0	2.6	307.0	97.7	108.8
1974	105.1	106.5	109.0	102.8	108.5	16.0	86.8	81.8	179.1	599.7[2]	2.6[2]	301.6[2]	104.2	109.7
1975	100.0	100.0	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.1	3.9	148.0[2]	100.0	100.0
1976	102.0	101.4	106.5	104.7	157.1	16.5	127.0	117.3	261.8	1 269.3[2]	5.3[2]	119.7[2]	109.7	105.6
1977	105.8	102.8	103.6	107.1	182.0	15.8	145.6	140.5	288.5	1 378.0	5.7	155.8[2]	118.9	107.2
1978	109.8	103.6	109.2	130.1	197.1	8.3	144.6	153.3	330.2	1 376.5	5.7	210.4	122.9	112.6
1977 1st qtr	105.6	103.9	103.3	102	174.1	16.5	144.8	133.0	280.2	1 333.3	5.5	..	115.9	108.8
2nd qtr	105.5	102.4	102.4	104	181.9	17.4	148.8	139.6	284.4	1 353.4	5.6	154.3	117.7	110.6
3rd qtr	106.2	103.0	104.2	110	184.7	16.5	146.5	143.8	289.1	1 403.1	5.8	153.7	124.6	107.3
4th qtr	105.8	101.8	104.7	113	187.4	13.1	142.2	145.8	300.3	1 422.2	5.9	163.6	117.3	102.3
1978 1st qtr	107.0	102.2	106.4	128	190.6	9.5	140.2	149.2	310.9	1 415.7	5.9	185.9	119.6	113.5
2nd qtr	110.8	104.5	107.9	133	195.8	7.7	146.3	151.8	327.8	1 388.6	5.7	206.3	122.2	109.7
3rd qtr	111.5	105.2	110.7	133	199.2	7.8	144.9	154.8	335.7	1 367.9	5.7	215.2	124.8	114.9
4th qtr	109.8	102.6	111.7	127	202.6	8.1	147.1	157.3	346.4	1 333.7	5.5	234.2	124.8	112.3
1979 1st qtr	108.2 p	101.0 p	110.3	131	208.9	9.6	152.2	161.6	356.1 p	1 356.7	5.6	232.6	110.3	113.3
1978 Apr	111.1	105.1	106.9	130	194.6	7.9	145.1	150.9	324.1	1 403.0	5.8	199.8	124.3	104.8
May	110.1	103.5	108.2	127	195.7	7.7	146.8	151.9	326.2	1 384.8	5.7	205.6	120.5	113.3
Jun	111.1	105.0	108.6	142	197.2	7.4	147.0	152.7	333.0	1 378.1	5.7	213.4	121.9	111.1
Jul	111.7	105.2	111.0	111	198.1	7.8	145.8	153.8	333.2	1 370.2	5.7	211.1	125.7	114.3
Aug	112.2	106.0	111.7	142	199.4	8.0	144.2	154.8	334.7	1 373.4	5.7	211.8	124.5	111.3
Sep	110.8	104.4	109.6	144	200.2	7.8	144.8	155.7	339.2	1 360.2	5.6	222.8	124.3	119.1
Oct	108.5	101.8	110.2	133	201.1	7.8	145.7	156.6	344.5	1 349.9	5.6	231.8	125.9	110.8
Nov	109.6	102.6	110.5	126	202.5	8.1	147.3	157.1	344.5	1 331.7	5.5	234.9	122.5	113.7
Dec	111.2	103.6	113.8	121	204.2	8.4	148.3	158.3	350.1	1 319.6	5.5	235.9	126.0	112.5
1979 Jan	102.6	93.0	109.6	121	207.2	9.3	150.8	160.0	344.7	1 342.1	5.6	235.7	113.0	107.1
Feb	110.4	103.8	110.4	117	208.9	9.6	152.2	161.7	355.6	1 366.5	5.7	228.9	100.7	117.0
Mar	111.5 p	106.2 p	110.8	156	210.6	9.8	153.5	163.2	368.0 p	1 361.5	5.6	233.1	117.3	115.7
Apr			115.4	158	214.2	10.1	158.3 p	165.3 p		1 327.4	5.5	245.3	128.4	127.2
May			113½p				160.7 p	167.2 p		1 306.4	5.4	257.3		
% change latest 3 months														
on prev. 3 months	−1.4	−1.6	+1.3	+17.1	+3.2		+4.7	+3.3	+2.8	−0.8		+5.0	−4	+8
on a year earlier	+1.1	−1.2	+5.2	- +8.8	+9.8		+8.9	+9.5	+14.5	−4.8		+23.1	−7	+8

p Provisional. e Estimate. pe Second preliminary estimate. [1] Including figures published on or before 11 June 1979. [2] Average of available months.

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Current account of the United Kingdom balance of payments: February to April

The figures for 1979 given in this article have been affected by the impact of the road haulage dispute in January. In addition certain distortions to the flow of information on which they are based have resulted in some trade relevant to the period January-April not being included in the recorded figures but being carried over into subsequent months (see notes 1 and 2). The published figures, therefore, provide little guide to the underlying monthly movement in trade. Even the aggregated figures for January to April, on which commentary in this article is based, are distorted.

Current account and visible balance

In the first four months of 1979, the figures record a deficit on current account of some £1 billion (a monthly average of £250 million), a deficit of around £1½ billion (£375 million a month) on visible trade being partly offset by a surplus on invisibles of some £0.5 billion (£125 million a month).

The figures of visible trade in the first four months of this year have been distorted in two ways, as is explained in notes 1 and 2, and it is very difficult to make quantified estimates of the distortions. What is apparent is that, at least as far as the visible trade balance is concerned, the two distortions in the January-April period were in opposite directions.

Because of the interruption of the normal information flow, some trade will be recorded in future months which was really appropriate to January-April, so that the net effect of this distortion on the visible trade balance is that the recorded deficit understates the movement of goods through the ports by some £0.5 billion On the other hand, because of the road haulage dispute, it is likely that exports – but not imports – have been reduced in the January-April period and that some rebound, part of which occurred in April, can be expected in May and June. The size of rebound is difficult to assess especially as there may be some loss of exports, reflecting cancelled orders. The rebound will counter the adverse effect of the distortion due to the information flow problem.

The best assessment that can be made at this stage of what the visible balance might have been in the period January to April if the delays to the document flows had not occurred, and if the expected rebound on exports were added back into the period, is a deficit of the order of £1½ billion (£375 million a month). This includes what appears to be an erratically high level of imports, so that the deficit overstates the underlying positition.

IMPORTS

The import figures over this period are estimated to have been some £600 million lower than what they would otherwise have been as a result of the distortion to the flow of information to the statistical office (details are

Table 1 Current account

£ million seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisibles: Balance	Invisibles: Credits	Invisibles: Debits
1978 1st quarter	−369	−596	8 408	9 004	+227	4 257	4 030
2nd quarter	+208	−173	8 753	8 926	+381	4 398	4 017
3rd quarter	+154	−367	9 051	9 418	+521	4 702	4 181
4th quarter	+450	−39	9 220	9 259	+489	4 728	4 239
1979 1st quarter	−787	−1 181	8 390	9 571	+394	4 817	4 423
1978 November	+47	−116	3 020	3 136	+163 [2]		
December	+204	+41	3 127	3 086	+163 [2]		
1979 January	+6	−126	2 810	2 936	+132 [2]	Monthly figures of credits and debits are not available	
February	−635	−766	2 565	3 331	+131 [2]		
March	−158	−289	3 015	3 304	+131 [2]		
April	−217 [1]	−327	3 275	3 602	+110 [1]		
Jan-April 1979	−1 004 [1]	−1 508	11 665	13 173	+504		

[1] Invisibles are projections and subject to revision as information becomes available. [2] One-third of the appropriate calendar quarter's estimate; monthly figures of invisibles not available.

Table 2 Current balance, visible trade and invisible trade

Balance of payments basis

£ million seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisible balance
1977	+371	−1 744	32 148	33 892	+2 115
1978	+443	−1 175	35 432	36 607	+1 618
1977 1st quarter	−401	−946	7 520	8 466	+545
2nd quarter	−253	−779	7 921	8 700	+526
3rd quarter	+513	−3	8 531	8 534	+516
4th quarter	+512	−16	8 176	8 192	+528
1978 1st quarter	−369	−596	8 408	9 004	+227
2nd quarter	+208	−173	8 753	8 926	+381
3rd quarter	+154	−367	9 051	9 418	+521
4th quarter	+450	−39	9 220	9 259	+489
1979 1st quarter	−787	−1 181	8 390	9 571	+394
1978 November	−47	−116	3 020	3 136	+163 [2]
December	+204	+41	3 127	3 086	+163 [2]
1979 January	+6	−126	2 810	2 936	+132 [2]
February	−635	−766	2 565	3 331	+131 [2]
March	−158	−289	3 015	3 304	+131 [2]
April	−217	−327	3 275	3 602	+110 [1]

[1] Invisibles are projections and subject to revision as information becomes available. [2] One-third of the appropriate calendar quarter's estimate; monthly figures of invisibles are not available.

Table 3 Invisibles

£ million seasonally adjusted

	Invisibles: Total: Balance	Invisibles: Total: Credits	Invisibles: Total: Debits	Invisibles: of which private sector and public corporations [1]: Balance	Invisibles: of which private sector and public corporations [1]: Credits	Invisibles: of which private sector and public corporations [1]: Debits
1977	+2 115	16 414	14 299	+4 807	14 971	10 164
1978	+1 618	18 085	16 467	+4 875	16 000	11 125
1977 2nd quarter	+526	4 064	3 538	+1 203	3 752	2 549
3rd quarter	+516	4 130	3 614	+1 194	3 760	2 566
4th quarter	+528	4 187	3 659	+1 181	3 729	2 548
1978 1st quarter	+227	4 257	4 030	+1 118	3 776	2 658
2nd quarter	+381	4 398	4 017	+1 150	3 895	2 745
3rd quarter	+521	4 702	4 181	+1 380	4 167	2 787
4th quarter	+489	4 728	4 239	+1 227	4 162	2 935
1979 1st quarter	+394	4 817	4 423	+1 222	4 300	3 078
1979 April	+110 [2]	n.a.	n.a.	n.a.	n.a.	n.a.

n.a. Not available. [1] ie excluding general government transactions and all transfers. [2] See note 1 of table 2.

given in note 1). It would appear, however, that the effects of the road haulage dispute are fully encompassed by these four months. After allowing for the effects of the distortion due to information flow, the average monthly value of imports moving through the ports during this period is likely to have been around £3,450 million – rather than £3,293 million as published. This represents a marked increase on the £3,113 million in the second half of last year, partly attributable to erratically higher volume.

EXPORTS

For exports, the information flow distortion has reduced trade in the first four months of 1979 by around £150 million. However, the effect of the road haulage dispute over these four months is still substantially adverse, possibly by about £½ billion. Exports may be expected to recover much of the earlier shortfall in May and June again, after making rough allowance for the distortions, the value of exports in the first four months is estimated to have been running at about the same level as in the second half of last year. Since the export unit value index has continued to rise over the period, the implication of the figures is that the volume of exports has fallen so far this year. One major reason for this fall is a substantially lower level of deliveries to Iran and Nigeria which have declined by some £100 million a month in value terms.

INVISIBLES

The surplus on invisibles in the first four months of this year is projected at around £500 million. The estimated surplus for the first quarter was £394 million (a monthly average of £131 million). Credits in the first quarter were £4,817 million and debits £4,423 million. Invisibles of the private sector and public corporations, excluding transfers, were in surplus by £1,222 million in the first quarter (a monthly average of £407 million). The latest projection, for April, shows a fall compared with the first quarter, reflecting higher net contributions to EEC in the second quarter.

Area and commodity analysis

Interpretation of the movements in trade by area and commodity is particularly difficult, since it is not possible to allocate the estimated distortions to total trade to this degree of detail. Commentary on these figures is not therefore being included in this article, and the usual three months' comparisons have been omitted from the tables.

Notes to figures

1 Distortions to figures arising from irregular flow of information to customs statistical office. Industrial action by HM Customs and by National Data Processing Service (NDPS) computer staff has affected the flow of information to the Customs Statistical Office from which the monthly trade figures are compiled. Both March and April have been affected, and there will be some further effect on some subsequent months. The impact has been greater on imports than exports.

Table 4 Export and import unit value and volume index numbers

Balance of payments basis — Indices 1975 = 100

	Unit value (Not seasonally adjusted)			Volume (Seasonally adjusted)	
	Exports	Imports	Terms of trade [1]	Exports	Imports
1977	142.5	141.3	100.8	118.9	107.2
1978	155.1	146.4	105.9	122.9	112.6
1977 1st quarter	135.8	137.1	99.1	115.9	108.8
2nd quarter	141.5	140.7	100.6	117.7	110.6
3rd quarter	145.3	143.4	101.3	124.6	107.3
4th quarter	147.4	143.9	102.4	117.3	102.3
1978 1st quarter	149.6	141.5	105.7	119.6	113.5
2nd quarter	153.2	146.0	104.9	122.2	109.7
3rd quarter	157.0	148.0	106.1	124.8	114.9
4th quarter	160.6	150.3	106.9	124.8	112.3
1979 1st quarter	165.6	153.8	107.7	110.3	113.3
1978 November	161.3	150.1	107.5	122.5	113.7
December	161.5	151.0	107.0	126.0	112.5
1979 January	163.3	152.0	107.4	113.0	107.1
February	165.9	153.4	108.1	100.7	117.0
March	167.6	156.1	107.4	117.3	115.7
April	168.8	155.0	108.9	128.4	127.2

[1] Export unit value index as a percentage of the import unit value index.

Table 5 Balance of trade in oil and in other goods

Balance of payments basis — £ million seasonally adjusted

	Visible balance		
	Total trade	Trade in oil [1]	Trade in other goods
1977	−1 744	−2 791	+1 047
1978	−1 175	−2 015	+840
1977 2nd quarter	−779	−761	−18
3rd quarter	−3	−590	+587
4th quarter	−16	−659	+643
1978 1st quarter	−596	−620	+24
2nd quarter	−173	−414	+241
3rd quarter	−367	−501	+134
4th quarter	−39	−480	+441
1979 1st quarter	−1 181	−237	−944
1978 November	−116	−162	+46
December	+41	−183	+224
1979 January	−126	−62	−64
February	−766	−78	−688
March	−289	−97	−192
April	−327	−114	−213

[1] Trade in petroleum and petroleum products.

Table 6 Trade in oil [2]

Balance of payments basis — Seasonally adjusted

		Exports of oil			Imports of oil				
	Balance of trade in oil	Total	Crude oil [1] [SITC (rev 2) 333.0]	Rest of division 33	Total	Crude oil [SITC (rev 2) 333.0]			Rest of division 33
	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	Million tonnes	Average value per tonne £ fob	£ million fob
1977	−2 791	1 979	915	1 064	4 770	3 685	68.6	53.8	1 085
1978	−2 015	2 235	1 240	995	4 250	3 285	65.9	49.8	965
1977 1st quarter	−781	464	163	301	1 245	991	18.9	53.0	254
2nd quarter	−761	514	242	272	1 275	1 000	18.3	54.4	275
3rd quarter	−590	568	309	259	1 158	880	16.2	54.3	278
4th quarter	−659	433	201	232	1 092	814	15.2	53.4	278
1978 1st quarter	−620	480	273	207	1 100	848	16.9	50.0	252
2nd quarter	−414	550	312	238	964	742	14.2	52.0	222
3rd quarter	−501	617	341	276	1 118	884	17.8	50.1	234
4th quarter	−480	588	314	274	1 068	811	17.0	47.6	257
1979 1st quarter	−237	743	438	305	980	676	13.9	48.7	304
1978 November	−162	214	117	97	376	286	6.1	46.8	90
December	−183	177	90	87	360	279	5.8	48.2	81
1979 January	−62	263	176	87	325	247	5.2	47.8	78
February	−78	272	153	119	350	244	5.1	48.0	106
March	−97	208	109	99	305	185	3.6	51.1	120
April	−114	274	180	94	388	251	4.9	50.8	137

[1] Not seasonally adjusted. [2] Trade in petroleum and petroleum products.

Table 7 **Value and volume of exports and imports excluding the more erratic items**[1]

Balance of payments basis — Seasonally adjusted

	Exports fob		Imports fob	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
1977	29 554	117.9	31 239	107.4
1978	32 855	124.2	34 352	115.8
1977 1st quarter	6 964	115.4	7 930	110.5
2nd quarter	7 307	117.2	7 771	106.4
3rd quarter	7 769	122.5	7 952	108.9
4th quarter	7 514	116.7	7 586	103.7
1978 1st quarter	7 839	120.8	8 387	115.9
2nd quarter	7 947	121.7	8 315	111.8
3rd quarter	8 493	127.3	8 822	118.3
4th quarter	8 576	126.8	8 828	117.4
1979 1st quarter	7 709	110.8	9 040	117.3
1978 November	2 839	125.3	2 972	118.2
December	2 874	127.2	2 964	118.3
1979 January	2 598	114.1	2 731	109.8
February	2 324	100.2	3 175	122.3
March	2 787	118.0	3 134	119.9
April	3 115	132.3	3 522	135.0

[1] These are defined as ships, North Sea production installations, aircraft and precious stones.

The import figures are based on information provided to the statistical office from the various ports, both sea and air; they relate closely to goods shipped during the calendar month. The information takes the form of statistical documents or computer input. The industrial action has led to delay in the transmission of some of this material including, in particular, computerised details of imports arriving at London airports. The delay has meant that the published statistics will include some carry-over of trade from one month to the next. Some information relating to imports arriving in April has still not reached the statistical office because of the NDPS dispute. This information will appear in the figures for May and subsequent months, depending upon the timing of the end of the NDPS dispute.

For exports, the figures relate to information provided to the statistical office by exporters, agents, etc. There is, on average, a delay of about two weeks between shipment and recording; thus, normally, the figures for a given month reflect, broadly, goods shipped over the previous mid-month to mid-month period. There has been some carry-over of trade from April into May, mainly reflecting delays in receipt of information from London airports.

It is extremely difficult to estimate the size of the distortion to the figures arising as a result of the delays. However, an analysis of the pattern of the flow of information has provided some very broad orders of magnitude of the likely total impact. The table (page 503) gives these estimates for the relevant

Table 8 **Exports by area**

Overseas Trade Statistics basis — £ million fob seasonally adjusted

		Developed countries					Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil-exporting countries	Other	Centrally planned economies
1977	33 331	23 688	12 152	5 606	3 821	2 110	8 636	4 374	4 261	911
1978	37 363	26 392	14 103	5 710	4 245	2 334	9 800	4 767	5 033	1 070
1978 1st quarter	8 881	6 210	3 290	1 363	1 012	545	2 382	1 180	1 202	286
2nd quarter	9 107	6 474	3 479	1 363	1 050	582	2 412	1 223	1 189	244
3rd quarter	9 545	6 719	3 612	1 440	1 080	587	2 502	1 200	1 302	235
4th quarter	9 830	6 990	3 722	1 544	1 104	619	2 505	1 165	1 340	305
1979 1st quarter	8 928	6 718	3 750	1 465	1 026	477	1 953	804	1 149	243
1978 November	3 279	2 358	1 263	517	363	216	830	387	442	114
December	3 299	2 379	1 245	552	377	206	810	386	424	94
1979 January	3 011	2 213	1 174	531	338	170	754	345	409	85
February	2 718	2 095	1 307	406	290	93	518	199	319	60
March	3 199	2 409	1 268	528	399	214	681	260	421	99
April	3 417	2 557	1 388	497	433	239	765	290	475	102

Table 9 **Exports by commodity**

Overseas Trade Statistics basis — £ million fob seasonally adjusted

					Manufactures[2]									
						Machinery and transport equipment[2]								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Other transport equip-ment[1,2]	Chemicals	Metals	Textiles	Other manu-factures	Miscel-laneous
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	79	5	67-69	65	Rest of 6 + 8	9
1977	33 331	2 216	954	2 092	27 113	12 688	8 332	2 872	1 484	3 817	2 877	1 193	6 537	956
1978	37 363	2 912	1 008	2 375	29 984	13 762	9 223	3 070	1 470	4 201	3 114	1 238	7 669	1 083
1978 1st quarter	8 881	698	221	512	7 212	3 321	2 197	759	366	985	744	305	1 820	238
2nd quarter	9 107	726	252	585	7 307	3 439	2 262	796	381	1 030	749	296	1 817	268
3rd quarter	9 545	746	261	652	7 603	3 465	2 354	766	345	1 068	778	310	1 944	263
4th quarter	9 830	743	273	626	7 862	3 537	2 410	749	378	1 118	843	326	2 088	315
1979 1st quarter	8 928	624	251	773	7 030	3 097	2 048	658	391	976	714	287	1 948	252
1978 November	3 279	256	94	227	2 645	1 204	824	231	150	391	257	114	689	100
December	3 299	241	90	190	2 650	1 145	797	229	119	371	299	103	766	111
1979 January	3 011	204	81	272	2 377	1 090	716	232	141	309	245	93	679	84
February	2 718	195	70	282	2 095	870	571	169	130	296	201	85	594	68
March	3 199	226	101	219	2 558	1 137	760	257	119	370	268	109	676	99
April	3 417	244	107	285	2 678	1 250	838	296	115	399	311	116	612	102

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

Table 10 Exports by commodity: volume indices

Overseas Trade Statistics basis

Indices 1975 = 100 seasonally adjusted

					Manufactures[1]							
						Machinery and transport equipment[1,2]						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manu-factures
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6 + 8
Weights	1 000	71	26	41	823	417	286	92	106	92	36	172
1977	118.7	111	126	165	118	106	102	105	141	116	120	134
1978	124.0	132	134	209	120	105	101	112	155	117	117	139
1978 1st quarter	121.2	136	120	179	119	103	99	106	145	115	119	140
2nd quarter	122.2	133	137	204	119	107	101	119	153	116	113	131
3rd quarter	126.0	130	138	229	121	105	102	115	157	115	116	140
4th quarter	126.8	130	142	224	122	104	102	108	163	121	120	144
1979 1st quarter	112.1	110	122	247	107	90	85	95	138	100	103	131
1978 November	126.4	133	144	245	123	105	103	99	172	110	124	144
December	126.9	126	140	199	122	101	100	101	160	128	113	157
1979 January	115.3	108	122	279	109	95	90	100	138	105	101	137
February	101.9	103	100	269	95	76	71	76	126	83	91	118
March	119.1	118	144	194	116	99	94	109	151	111	117	137
April	128.4	127	151	255	123	109	105	125	165	126	127	129

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 11 Exports by commodity: unit value indices

Overseas Trade Statistics basis

Indices 1975= 100 not seasonally adjusted

					Manufactures							
						Machinery and transport equipment[1]						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manu-factures
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6 + 8
1977	142.6	137	144	150	143	149	148	152	128	136	139	142
1978	155.4	150	140	140	157	165	165	163	130	149	148	159
1978 1st quarter	149.7	143	135	141	151	160	159	158	128	143	145	149
2nd quarter	153.3	150	141	140	154	161	161	156	130	146	147	160
3rd quarter	157.4	154	142	138	159	167	167	165	131	151	148	161
4th quarter	161.3	153	142	139	163	173	171	174	131	155	151	168
1979 1st quarter	166.1	154	153	161	168	177	175	183	137	162	156	171
1978 November	162.0	154	144	138	164	174	172	177	131	156	152	168
December	162.3	153	143	143	164	173	172	175	132	156	152	168
1979 January	163.9	153	149	147	166	176	174	180	134	159	156	169
February	166.4	154	151	153	169	178	176	182	136	164	157	171
March	168.0	155	157	184	169	178	174	187	139	162	156	171
April	169.1	157	160	203	169	178	174	190	142	165	154	169

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 12 Imports by area

Overseas Trade Statistics basis

£ million cif seasonally adjusted

		Developed countries					Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil-exporting countries	Other	Centrally planned economies
1977	36 978	27 393	14 171	5 576	4 948	2 698	8 162	3 800	4 362	1 371
1978	40 969	31 752	16 584	6 991	5 341	2 834	7 855	3 470	4 385	1 300
1978 1st quarter	9 846	7 423	3 880	1 513	1 303	729	1 960	911	1 049	319
2nd quarter	10 221	8 147	4 101	2 011	1 374	662	1 822	791	1 032	306
3rd quarter	10 475	8 001	4 183	1 747	1 305	765	2 128	957	1 171	314
4th quarter	10 427	8 180	4 422	1 720	1 360	679	1 944	811	1 133	361
1979 1st quarter	10 655	8 312	4 512	1 815	1 279	705	1 821	703	1 118	359
1978 November	3 567	2 859	1 517	630	444	268	692	299	393	125
December	3 441	2 648	1 454	554	474	165	623	255	368	143
1979 January	3 290	2 489	1 251	609	427	202	635	271	363	107
February	3 680	2 905	1 633	620	424	227	629	255	374	121
March	3 685	2 918	1 628	586	429	275	557	177	380	131
April	3 963	3 174	1 897	603	466	208	651	225	426	162

Table 13 Imports by commodity

Overseas Trade Statistics basis

£ million cif seasonally adjusted

				Industrial materials				Finished manufactures [2]						
									Machinery and transport equipment [2]					
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other transport equipment [1,2]	Other	Miscellaneous
SITC (rev 2)	0-9	0 + 1	3	2,4,5,6	2 + 4	5	6	7 + 8	7	71-77	78	79	8	9
1977	36 978	5 937	5 255	13 484	3 670	2 361	7 453	11 797	8 783	5 295	2 134	1 355	3 015	505
1978	40 969	6 142	4 831	14 931	3 422	2 759	8 750	14 501	10 681	6 338	2 795	1 548	3 820	564
1978 1st quarter	9 846	1 515	1 249	3 560	852	638	2 070	3 275	2 426	1 451	670	305	850	122
2nd quarter	10 221	1 544	1 089	3 566	854	667	2 045	3 957	3 044	1 571	711	762	913	131
3rd quarter	10 475	1 582	1 246	3 870	846	682	2 342	3 549	2 554	1 601	727	226	995	177
4th quarter	10 427	1 501	1 247	3 935	870	771	2 294	3 720	2 657	1 714	688	255	1 063	134
1979 1st quarter	10 655	1 512	1 158	3 884	832	720	2 332	3 839	2 803	1 652	873	278	1 036	127
1978 November	3 567	567	440	1 410	305	266	839	1 235	883	572	233	78	352	39
December	3 441	477	421	1 223	288	260	675	1 271	920	573	254	92	350	43
1979 January	3 290	463	377	1 242	264	203	775	1 145	844	476	273	94	301	34
February	3 680	543	420	1 325	286	251	788	1 330	962	607	293	62	368	42
March	3 685	506	361	1 316	281	266	770	1 364	997	569	307	121	367	51
April	3 963	629	467	1 415	356	299	760	1 441	1 090	581	418	91	350	47

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

Table 14 Imports by commodity: volume indices

Overseas Trade Statistics basis

Indices 1975 = 100 seasonally adjusted

				Industrial materials				Finished manufactures [1]				
									Machinery and transport equipment [1,2]			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2,4,5,6	2 + 4	5	6	7 + 8	7	71-77	78	8
Weights	1 000	177	177	341	93	55	193	283	206	137	37	76
1977	108.9	102	83	116	113	131	113	124	127	117	160	117
1978	117.2	101	81	128	116	158	125	140	141	136	165	139
1978 1st quarter	115.8	101	84	126	116	145	125	132	132	128	173	130
2nd quarter	117.3	101	71	124	117	151	120	155	163	135	170	132
3rd quarter	118.7	104	82	131	113	155	132	136	133	137	168	143
4th quarter	117.0	99	84	132	117	160	125	139	136	144	151	149
1979 1st quarter	116.8	95	76	128	107	176	124	141	141	140	187	143
1978 November	119.4	111	90	138	125	174	134	140	136	144	154	150
December	116.3	94	85	125	114	195	111	141	139	144	165	147
1979 January	110.9	88	77	128	104	180	123	126	126	121	176	127
February	119.6	101	84	127	110	158	126	147	146	154	189	151
March	119.5	95	67	129	105	189	124	150	150	145	196	150
April	129.8	119	84	141	136	193	129	160	165	153	273	147

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 15 Imports by commodity: unit value indices

Overseas Trade Statistics basis

Indices 1975 = 100 not seasonally adjusted

				Industrial materials				Finished manufactures				
									Machinery and transport equipment [1]			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2,4,5,6	2 + 4	5	6	7 + 8	7	71-77	78	8
1977	141.1	132	148	141	145	137	140	143	144	144	155	141
1978	145.3	140	138	144	132	144	149	155	156	149	194	151
1978 1st quarter	140.4	137	137	137	130	140	140	148	150	145	177	142
2nd quarter	144.9	140	141	142	131	144	147	154	155	148	190	151
3rd quarter	146.8	141	139	145	134	144	151	157	158	150	198	154
4th quarter	149.0	142	137	150	134	147	158	160	161	151	209	157
1979 1st quarter	153.0	144	143	155	141	156	162	162	163	153	210	160
1978 November	148.8	142	135	150	133	146	159	160	161	152	209	156
December	149.7	141	138	151	136	149	159	161	162	152	211	157
1979 January	151.0	142	138	153	139	154	160	162	163	154	209	158
February	152.8	144	140	155	140	157	162	163	163	153	210	161
March	155.1	145	151	157	143	156	163	162	163	152	211	162
April	154.3	144	154	157	144	155	163	158	158	147	205	159

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 16 Exports: value and volume indices excluding the more erratic items

Overseas Trade Statistics basis

Seasonally adjusted

	Total [1]		Manufactures					
			Total [1]		Machinery and transport equipment [2]		Other manufactures [3]	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
Weights		919		744		379		131
1977	29 923	116.3	23 705	115	11 241	102	4 576	128
1978	33 460	123.1	26 082	118	12 371	104	5 158	133
1978 1st quarter	7 972	119.6	6 304	117	2 968	101	1 265	135
2nd quarter	8 095	120.8	6 296	116	3 072	106	1 173	122
3rd quarter	8 644	126.1	6 702	121	3 145	105	1 363	138
4th quarter	8 748	125.7	6 780	120	3 186	104	1 357	137
1979 1st quarter	7 855	109.8	5 956	103	2 730	88	1 241	121
1978 November	2 898	124.4	2 265	120	1 062	103	451	137
December	2 935	126.1	2 286	121	1 036	101	511	155
1979 January	2 645	113.0	2 012	106	957	93	445	132
February	2 368	99.4	1 744	91	747	72	367	107
March	2 842	117.1	2 200	113	1 026	98	429	125
April	3 170	131.0	2 431	125	1 144	110	471	138

[1] Excluding ships, North Sea production installations, aircraft and precious stones. [2] Excluding ships, North Sea production installations and aircraft. [3] Excluding precious stones.

Table 17 Imports: value and volume indices excluding the more erratic items

Overseas Trade Statistics basis

Seasonally adjusted

	Total [1]		Industrial materials				Finished manufactures			
			Total [3]		Other semi-manufactures [3]		Total [2]		Machinery and transport equipment [2]	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
Weights		932		306		158		250		174
1977	33 851	107.4	11 693	114	5 662	109	10 461	123	7 446	126
1978	37 105	115.6	12 587	126	6 406	121	12 982	141	9 162	142
1978 1st quarter	9 019	115.1	3 030	123	1 540	120	2 979	135	2 129	138
2nd quarter	8 980	111.5	3 081	124	1 559	118	3 200	139	2 288	142
3rd quarter	9 576	118.6	3 191	127	1 663	125	3 329	144	2 334	144
4th quarter	9 531	117.3	3 285	130	1 644	121	3 474	147	2 411	146
1979 1st quarter	9 705	116.3	3 205	125	1 654	118	3 568	148	2 532	150
1978 November	3 213	118.3	1 132	133	560	123	1 159	148	807	147
December	3 193	118.0	1 064	129	516	114	1 182	148	831	149
1979 January	2 938	109.2	982	122	515	112	1 053	131	752	133
February	3 402	121.0	1 106	125	569	122	1 271	159	903	162
March	3 365	118.8	1 117	128	570	120	1 245	154	877	156
April	3 783	133.7	1 325	150	670	144	1 350	169	1 000	179

[1] Excluding ships, North Sea production installations, aircraft and precious stones. [2] Excluding ships, North Sea production installations and aircraft. [3] Excluding precious stones.

Table 18 Derivation of the visible trade figures on a balance of payments basis

£ million

	Exports				Imports				
	Recorded	Seasonally adjusted			Recorded	Seasonally adjusted			
	Overseas Trade Statistics basis (fob)	Overseas Trade Statistics basis (fob)	Valuation and coverage adjustments	Balance of payments basis (fob)	Overseas Trade Statistics basis (cif)	Overseas Trade Statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis (fob)
1977	33 331	33 331	−1 183	32 148	36 978	36 978	−2 089	−997	33 892
1978	37 363	37 363	−1 931	35 432	40 969	40 969	−2 202	−2 160	36 607
1977 1st quarter	7 815	7 755	−235	7 520	9 212	9 144	−556	−122	8 466
2nd quarter	8 469	8 288	−367	7 921	9 762	9 609	−573	−336	8 700
3rd quarter	8 492	8 803	−272	8 531	8 960	9 243	−507	−202	8 534
4th quarter	8 555	8 485	−309	8 176	9 044	8 982	−453	−337	8 192
1978 1st quarter	8 756	8 881	−473	8 408	9 791	9 846	−523	−319	9 004
2nd quarter	9 626	9 107	−354	8 753	10 616	10 221	−543	−752	8 926
3rd quarter	9 051	9 545	−494	9 051	9 995	10 475	−582	−475	9 418
4th quarter	9 930	9 830	−610	9 220	10 567	10 427	−554	−601	9 259
1979 1st quarter	9 072	8 928	−538	8 390	10 837	10 655	−558	−526	9 571
1978 November	3 503	3 279	−259	3 020	3 864	3 567	−194	−237	3 136
December	3 029	3 299	−172	3 127	3 130	3 441	−180	−175	3 086
1979 January	3 059	3 011	−201	2 810	3 424	3 290	−171	−183	2 936
February	2 536	2 718	−153	2 565	3 451	3 680	−193	−156	3 331
March	3 477	3 199	−184	3 015	3 962	3 685	−194	−187	3 304
April	3 321	3 417	−142	3 275	3 788	3 963	−222	−139	3 602

months (there is no effect on the February figures) in terms of the amount to be added to (+) or subtracted from (−) the published balance of payments figures to allow, roughly, for such distortions. No estimates by commodity or area can realistically be attempted.

£ million

	Exports	Imports	Visible balance
March	—	+350	−350
April	+150	+250	−100
May	−150	−600	+450
Subsequent months	—		

The margin of error in these figures is likely to be of the order of 10 to 15 per cent. Thus, 350 is the central point in a range estimated at 300-400.

Thus there is an estimated shortfall of £150 million in the published April export figures which will be included in the May figures. However, for imports, it is not yet clear how much of the estimated shortfall of around £600 million in March and April will be included in the May figures. Any residual amount will be included in figures for later months.

2 The road haulage dispute. The road haulage dispute began, unofficially, on 3 January; it was made official on 11 January. Its impact became progressively stronger through the month, although certain trade was largely unaffected, in particular trade by air (about 20 per cent of total exports and 18 per cent of total imports), oil shipments (6 per cent and 12 per cent) and foreign roll-on/roll-off trade (roughly 7 per cent of trade). Certain other goods would also have moved, for example, those destined for export which were already at the docks before the commencement of the dispute. Towards the end of the month the situation eased.

The dispute has markedly influenced the pattern of trade over the first four months of the year. However, because of differences between the way in which imports and exports are recorded, the effects have not been uniform on both flows of trade. The import statistics relate closely to goods shipped during the month. Certain categories of goods were unaffected and the figures also included those goods unloaded from ships but which remained on the dockside. The shortfall in January resulting from the dispute was not therefore as great as might have been expected. On the basis of evidence relating to goods moving through the ports in January and February and the experience of previous disputes, it is expected that for imports the shortfall resulting from the dispute would have been quickly made good, so that their value for the January-April period can be considered to be unaffected by the dispute.

For exports, however, the effect of the dispute over the first four months of the year is likely to be substantially adverse. This reflects partly the method of recording, described in note 1, and partly the situation at the ports when the dispute ended which necessitated clearance of some of the backlog of imports before exports could begin to move. This led to reduced figures for January and February. Some recovery has since occurred and a further rebound can be expected in May and June. It is not possible to quantify the size of the rebound; in particular there may be some loss of exports if overseas customers have turned to alternative sources of supply.

3 Article on UK trade in the first quarter. Because of the distortions to the detailed area and commodity figures, this article will not be published. The next article, giving figures for the first two quarters, is scheduled for publication in early September.

Standard notes. The standard notes on definitions and coverage of the figures were issued in *Trade and Industry* on 23 February.

Inquiries: Department of Trade, Economics and Statistics Division 5A, Room 255, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5703.

Wool textile industry: output in February

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in February 1979 was 4 per cent lower than in February 1978. Statistics issued by the Wool Industry Bureau of Statistics show that in February 1979 woven fabrics (excluding blankets) were 5 per cent lower than in February 1978; deliveries of worsted yarns (excluding semi-worsted yarn) were 9 per cent lower. Production of wool and hair tops was 17 per cent less and that of man-made fibre tops was 11 per cent less.

Inquiries: Department of Industry, Room 524, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0017/ 6474.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn [1]	Worsted yarn [2]	Woven fabrics (excluding blankets) [1]		Blankets [3]
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kg					million sq m		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1977	113.5	52.3	45.3	105.7	81.2	78.8	71.3	22.2
1978	109.0	48.6	43.0	105.7	77.6	77.9	66.2	22.0
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	29.0	23.1	19.6	18.8	6.7
2nd	29.8	13.9	11.9	27.2	20.2	21.1	18.1	4.8
3rd	24.5	11.1	10.4	23.0	17.5	19.7	16.4	4.4
4th	26.8	12.0	10.4	26.5	20.4	18.4	18.0	6.2
1978								
1st qtr	29.5	13.6	10.6	27.7	20.8	18.5	17.3	5.8
2nd	28.4	12.8	10.8	27.2	19.6	21.6	16.8	4.8
3rd	24.1	10.8	10.3	23.4	17.9	19.1	15.8	5.0
4th	27.0	11.4	11.3	27.4	19.3	18.7	16.3	6.4
1978								
January	9.7	4.5	3.0	9.3	6.9	6.0	5.8	2.2
February	9.5	4.5	3.1	8.8	6.7	5.9	6.0	1.5
March	10.3	4.6	4.5	9.6	7.2	6.6	5.5	2.1
April	9.7	4.4	3.2	9.2	6.9	6.8	5.5	1.8
May	9.3	4.2	4.1	8.8	6.4	6.9	5.4	1.5
June	9.4	4.2	3.5	9.2	6.3	7.9	5.9	1.5
July	7.8	4.1	3.9	6.6	5.3	6.3	5.0	1.3
August	7.3	2.7	2.4	8.2	6.0	5.9	5.1	1.6
September	9.0	4.0	4.0	8.6	6.6	6.9	5.7	2.1
October	9.1	3.8	4.2	9.7	7.5	6.8	5.9	2.1
November	10.2	4.4	3.6	10.5	7.0	6.8	6.0	2.0
December	7.7	3.2	3.5	7.2	4.8	5.1	4.4	2.3
1979								
January	9.0	3.7	2.2	9.2	6.4	6.0	5.5	1.6
February		3.7	3.3	9.4	6.3	6.0	5.0	1.8

Notes to table

[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the worsted yarn headings. In February deliveries of semi-worsted yarn were 0.7 million kg. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

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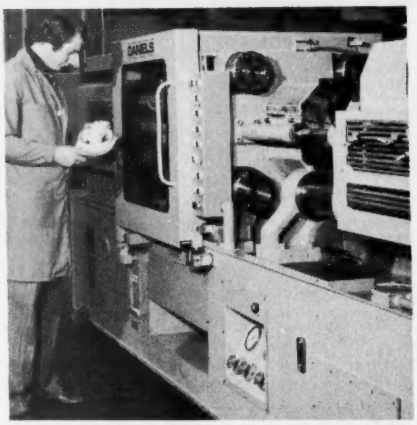
Imports and exports of finished manufactures classified by end-use

This article introduces new statistical series of UK imports and exports of finished manufactures classified according to end-use, that is capital goods, intermediate goods and consumer goods. Tables 1 to 6 contain annual value figures on an overseas trade statistics basis for the years 1970 to 1978 and tables 7 to 11 contain volume and unit value index numbers. Additionally, table 12 provides value figures on a balance of payments basis for finished manufactures as a whole (see also note 1).

The analysis is based on the overseas trade statistics and is consistent with the latest back-run of external trade statistics published in *Trade and Industry*, 9 and 16 March. It replaces the end-use series constructed by the Department of Trade and published in *Trade and Industry*, 5 August 1977.

The classification used for the series, which is described in more detail at the end of the article (see note 2), is the United Nations classification by broad economic categories (BEC). The BEC classification is comprised of 19 categories, which are each defined in terms of items (the 5-digit level) of the standard international trade classification, revision 2 (SITC (Rev 2)). Only 11 of these 19 categories are appropriate to finished manufactures and these form the basis of the data presented in this article.

The adoption by the UK in 1978 of the SITC (Rev 2) classification has enabled the data to be analysed according to the BEC classification because each 5-digit item of the SITC (Rev 2) relates to the same end-use class. Under the previous commodity classification, SITC (Rev 1), this was not always the case. For example, there were cases of products and their parts which should be classified to capital and intermediate goods respectively, being included under the same SITC (Rev 1) item. Furthermore, when a product could be used either for domestic or industrial purposes, a distinction was not always made between the former which should be classified to consumer goods and the latter which could be either an intermediate or capital product. These difficulties do not exist under SITC (Rev 2).



Capital mechanical engineering exports (OTS): £3,030 million in 1978 (table 3).

Although the SITC (Rev 2) classification was only introduced into the UK trade data from the beginning of 1978, it has been possible to compile consistent time series for the years from 1970, except for some items in mechanical engineering where a somewhat crude method had to be used to obtain figures prior to 1978. The method which has been used to obtain end-use series prior to 1978 based on SITC (Rev 2) is set out in note 3.

For imports, these figures on an end-use basis can be related more closely to relevant aspects of domestic economic activity than the conventional ones on a commodity basis, used, for example, in the article in the monthly balance of payments. For instance, imports of consumer goods will depend, among other things, on consumer spending in the UK, while imports of capital goods can be related to domestic investment. The BEC-based end-use series for imports of finished manufactures are now being used in the Treasury model of the UK economy.

An advantage of using the BEC classification for obtaining end-use series, in place of the previous one constructed by the Department of Trade, is that it extends to all types of traded goods and not just finished manufactures. The analysis in table 13 demonstrates that a commodity classification such as the SITC cannot fully indicate the economic purpose to which the various goods are put. For instance, with food, beverages and tobacco only about two-thirds of imports are for consumption with a third requiring further processing, while a somewhat higher proportion of UK exports fall into the consumer category.

As would be expected, virtually all basic materials and most semi-manufactures are intermediate goods. However, semi-manufactures is a large category and, especially with exports, many commodities in this group are directly purchased by the consumer eg certain pharmaceuticals and carpets.

Table 1 Exports: percentage of total finished manufactures (OTS basis)

Percentage

	Consumer goods			Intermediate goods	Capital goods	Erratic items [1]
	Passenger motor cars	Other	Total			
1970	8	14	22	35	35	7
1971	8	14	22	36	36	7
1972	7	15	22	36	34	9
1973	6	16	22	37	33	9
1974	5	16	21	37	33	8
1975	5	14	19	37	37	8
1976	5	16	21	35	36	8
1977	5	17	22	34	35	9
1978	5	17	22	36	34	8

Table 2 Imports: percentage of total finished manufactures (OTS basis)

Percentage

	Consumer goods			Intermediate goods	Capital goods	Erratic items [1]
	Passenger motor cars	Other	Total			
1970	4	22	26	34	30	11
1971	7	23	30	31	27	12
1972	10	26	36	28	26	10
1973	9	29	38	28	25	9
1974	6	28	34	30	28	8
1975	7	26	33	28	27	11
1976	10	25	35	28	26	11
1977	11	25	36	27	25	11
1978	12	25	37	27	25	10

[1] The erratic items are ships, North Sea installations and aircraft.

Table 3 UK exports of finished manufactures (OTS basis)

£ million fob

	1970	1971	1972	1973	1974	1975	1976	1977	1978	Average annual rate of growth [1] (%)
Consumer goods [2]	924	1 034	1 091	1 320	1 635	1 941	2 652	3 404	3 870	20
Passenger motor cars	330	371	331	375	426	494	654	775	944	14
Other consumer goods	595	663	761	945	1 209	1 447	1 998	2 629	2 926	22
Other transport equipment	41	46	53	61	66	80	93	110	105	12
Machinery	103	121	139	171	213	255	358	433	456	20
Clothing	122	128	143	179	228	266	413	598	670	24
Footwear	36	36	32	36	47	53	68	102	98	13
Instruments	31	39	45	54	69	84	114	148	193	26
Other manufactures	263	293	349	445	586	710	953	1 237	1 405	23
Intermediate goods	1 454	1 735	1 818	2 230	2 900	3 740	4 496	5 373	6 248	20
Other transport equipment	348	426	431	533	665	860	1 086	1 322	1 476	20
Aero-engines	114	141	192	241	301	385	397	435	496	20
Mechanical engineering	543	646	677	790	1 003	1 334	1 596	1 875	2 257	19
Electrical engineering	330	382	382	496	702	863	1 042	1 263	1 450	20
Instruments	57	68	78	97	133	171	200	240	291	23
Miscellaneous manufactures	61	73	58	73	98	127	176	238	277	21
Capital goods	1 457	1 710	1 718	2 003	2 577	3 749	4 641	5 599	5 841	19
Other transport equipment	168	209	178	216	265	447	581	702	623	18
Mechanical engineering	830	976	978	1 086	1 415	2 110	2 495	2 913	3 030	18
Electrical engineering	316	358	386	486	623	834	1 107	1 413	1 534	22
Instruments	135	155	166	203	255	335	435	538	617	21
Miscellaneous manufactures	9	11	10	12	18	24	24	33	38	20
Erratic items	289	332	460	526	644	769	976	1 447	1 392	22
Ships	61	65	114	124	128	220	244	399	318	23
Aircraft	228	266	347	402	516	549	675	818	1 011	20
North Sea oil production inst.	—	—	—	—	—	—	56	230	63	
Total finished manufactures	4 124	4 810	5 087	6 079	7 757	10 200	12 765	15 822	17 352	20
Total manufactures	6 901	7 922	8 401	10 613	13 878	16 625	21 572	27 113	29 984	20
Total UK trade	8 170	9 289	9 906	12 657	16 910	20 198	26 162	33 331	37 363	21
% of total manufactures	60	61	61	57	56	61	59	58	58	
% of toal UK trade	50	52	51	48	46	51	49	47	46	

[1] Value growth between 1970 and 1978 expressed at an annual rate.
[2] For main products included in each of these groups see schedule 1.

The SITC commodity category which gives the least satisfactory guidance on the use to which the goods are put is finished manufactures.

Schedule I at the end of the article defines in terms of the SITC classification the commodity categories distinguished in the tables and list the main products in each of them. The periods for which these series are available are set out in note 4. Various requests are received from persons who wish to use industry data to interpret the trade figures. In schedules II and III the trade in these commodity categories in 1978 is cross-classified by their standard industrial classification (SIC) grouping in the series 'Overseas trade analysed in terms of industries' which allocates exports and imports of goods to the industries for which they are principal products and is published regularly in *Business Monitor* M10.

Total finished manufactures

During the 1970s there has been an underlying deterioration in the UK's trading performance in finished manufactures. In value terms, exports of finished manufactures rose at an average 20 per cent per annum, while imports increased much faster, at an annual rate of 27 per cent. In volume terms the corresponding increases were 5 per cent per annum for exports and 12 per cent for imports, while export and import prices rose by 15 and 14 per cent respectively. One result of these large price increases is that, despite the adverse relative volume movement, our crude surplus on trade in finished manufactures has tended to increase over the period from £1.9 billion in 1970 to a peak of £4.0 billion in 1977, but falling back to £2.9 billion last year.

The increase in the value of exports of finished manufactures between 1970 and 1978 has been only slightly below the growth in total exports of goods, with finished manufactures accounting for roughly one-half of that total over the period. However there has been some decline in this proportion in the latest years as exports of non-manufactures have grown rapidly. In contrast imports of finished manufactures have grown considerably faster than total imports, increasing their share from just under one-quarter in 1970 to over one-third in 1978.

By end-use

Exports

Between 1970 and 1978 the growth in the value of exports of finished manufactures has been spread evenly over the main end-use categories. However in volume terms, there are differences in the pattern of growth, with intermediate goods rising at an average annual rate of 6 per cent, consumer goods at 5 per cent and capital goods at 3 per cent. Conversely the export price of capital goods has risen fastest – 16 per cent per annum – while consumer and intermediate goods have both increased at average annual rates of 14 per cent.

The relative importance in value of each of the main end-use categories within exports of finished manufactures has been maintained over the period with capital and intermediate goods of equal importance, together accounting for some 70 per cent of total, while consumer goods account for just over 20 per cent and the remainder is attributable to the more erratic items (that is ships, North Sea installations and aircraft). However, these stable proportions mask a shift in the composition within exports of consumer goods, with a fall in the importance of passenger motor cars and a rise in other consumer goods, most notably clothing.

Imports

In contrast to exports the growth in the value of imports of finished manufactures has been unevenly spread over the main end-use categories, with imports of consumer goods increasing at an average annual rate of 33 per cent, while capital and intermediate goods both grew at 24 per cent per annum. In volume terms, the increases were 16 per cent for consumer goods and 10 per cent for both capital and intermediate goods. These large trend increases have been considerably faster than the expansion of the home market for these goods, and have resulted in increased import penetration. The higher increase in imports of consumer goods reflects in part the relative strength of home demand for consumer rather than investment or intermediate goods. The import price of consumer goods has risen at an average rate of 16 per cent per annum, while the price of capital and intermediate goods have both risen at average annual rates of 14 per cent.

Given these different growth rates in the value of imports, the relative importance of each end-use category in total finished manu-

Table 4 **UK imports of finished manufactures (OTS basis)** £ million cif

	1970	1971	1972	1973	1974	1975	1976	1977	1978	Average annual rate of growth [1] (%)
Consumer goods	560	776	1 174	1 818	1 938	2 310	3 238	4 252	5 332	33
Passenger motor cars	86	173	327	440	357	516	889	1 328	1 772	46
Other consumer goods	474	603	847	1 377	1 581	1 794	2 349	2 924	3 560	29
Other transport equipment	5	9	15	23	38	58	82	84	126	50
Machinery	74	106	186	368	344	340	416	586	632	31
Clothing	130	178	218	333	402	506	684	767	921	28
Footwear	41	55	62	84	109	123	166	214	254	26
Instruments	38	47	59	89	111	151	198	250	318	30
Other manufactures	187	208	307	480	577	616	804	1 023	1 309	28
Intermediate goods	734	791	915	1 359	1 728	1 947	2 539	3 231	3 976	24
Other transport equipment	66	73	107	142	178	238	329	487	614	32
Aero-engines	60	87	112	161	183	219	282	319	379	26
Mechanical engineering	213	225	256	389	518	634	796	1 008	1 223	24
Electrical engineering	304	299	331	520	647	644	842	1 043	1 251	19
Instruments	44	50	58	77	109	127	171	225	302	27
Miscellaneous manufactures	47	57	51	71	93	86	119	149	208	20
Capital goods	650	690	864	1 199	1 613	1 861	2 442	2 978	3 674	24
Other transport equipment	19	30	50	65	101	104	144	252	311	42
Mechanical engineering	349	364	429	604	798	954	1 156	1 349	1 652	21
Electrical engineering	193	193	271	373	512	547	813	991	1 202	26
Instruments	85	99	107	147	195	243	313	364	474	24
Miscellaneous manufactures	4	5	6	10	12	13	16	21	35	31
Erratic items	231	301	314	421	464	788	1 007	1 336	1 519	27
Ships	32	41	57	92	90	68	67	103	119	18
Aircraft	200	260	257	330	374	448	624	798	869	20
North Sea oil production inst.	—	—	—	—	—	272	316	435	531	
Total finished manufactures	2 175	2 558	3 267	4 797	5 749	6 906	9 225	11 797	14 501	27
Total manufactures	4 653	5 100	6 201	9 022	12 034	12 965	17 170	21 611	26 010	24
Total UK trade	9 163	9 980	11 301	16 067	23 513	24 431	31 584	36 978	40 969	21
% of total manufactures	47	50	53	53	48	53	54	55	56	
% of total UK trade	24	26	29	30	24	28	29	32	35	

[1] Value growth between 1970 and 1978 expressed at an annual rate. This provides a reasonable measure of the trend growth rate except in the case of imports of passenger motor cars which were low in relation to their trend in 1970; the logarithmic trend rate of growth (calculated by the least squares method) for this series is 40 per cent per annum.

Table 5 **Finished manufactures export to import ratios (OTS basis)** percentages

	1970	1971	1972	1973	1974	1975	1976	1977	1978
Consumer goods	165	133	93	73	84	84	82	80	73
Passenger motor cars	384	214	101	85	119	96	74	58	53
Other consumer goods	126	110	90	69	76	81	85	90	82
Other transport equipment	820	511	353	265	174	138	113	131	83
Machinery	139	114	75	46	62	75	86	74	72
Clothing	94	72	66	54	57	53	60	78	73
Footwear	88	65	52	43	43	43	41	48	39
Instruments	82	83	76	61	62	56	58	59	61
Other manufactures	141	141	114	93	102	115	119	121	107
Intermediate goods	198	219	199	164	168	192	177	166	157
Other transport equipment	527	584	403	375	374	361	330	271	240
Aero-engines	190	162	171	150	164	176	141	136	131
Mechanical engineering	255	287	264	203	194	210	201	186	185
Electrical engineering	109	128	115	95	109	134	124	121	116
Instruments	130	136	134	126	122	135	117	107	96
Miscellaneous manufactures	130	128	114	103	105	148	148	160	133
Capital goods	224	248	199	167	159	201	190	188	159
Other transport equipment	884	697	356	332	262	430	403	279	200
Mechanical engineering	238	268	228	180	177	221	216	216	183
Electrical engineering	164	185	142	130	122	152	136	143	128
Instruments	159	157	155	138	131	138	139	148	130
Miscellaneous manufactures	225	220	167	120	150	185	150	157	109
Erratic items	125	110	146	125	139	98	97	108	92
Ships	191	159	200	135	142	324	364	387	267
Aircraft	114	102	135	122	138	123	108	103	116
North Sea oil production Inst.	—	—	—	—	—	—	18	53	12
Total finished manufactures	190	188	156	127	135	148	138	134	120
Total manufactures	148	155	135	118	115	128	126	125	115
Total UK trade	89	93	88	79	72	83	83	90	91

Table 6 **UK trade in finished manufactures (OTS basis): crude balances** £ million

	1970	1971	1972	1973	1974	1975	1976	1977	1978
Consumer goods	+364	+258	−83	−498	−303	−369	−586	−848	−1 462
Passenger motor cars	+244	+198	+4	−65	+69	−22	−235	−553	−828
Other consumer goods	+121	+60	−86	−432	−372	−347	−351	−295	−634
Other transport equipment	+36	+37	+38	+38	+28	+22	+11	+26	−21
Machinery	+29	+15	−47	−197	−131	−85	−58	−153	−176
Clothing	−8	−50	−75	−154	−174	−240	−271	−169	−251
Footwear	−5	−19	−30	−48	−62	−70	−98	−112	−156
Instruments	−7	−8	−14	−35	−42	−67	−84	−102	−125
Other manufactures	+76	+85	+42	−35	+9	+94	+149	+214	+96
Intermediate goods	+720	+944	+903	+871	+1 172	+1 793	+1 957	+2 142	+2 272
Other transport equipment	+282	+353	+324	+391	+487	+622	+757	+835	+862
Aero-engines	+54	+54	+80	+80	+118	+166	+115	+116	+117
Mechanical engineering	+330	+421	+421	+401	+485	+700	+800	+867	+1 034
Electrical engineering	+26	+83	+51	−24	+55	+219	+200	+220	+199
Instruments	+13	+18	+20	+20	+24	+44	+29	+15	−11
Miscellaneous manufactures	+14	+16	+7	+2	+5	+41	+57	+89	+69
Capital goods	+807	+1 020	+854	+804	+959	+1 888	+2 199	+2 621	+2 167
Other transport equipment	+149	+179	+128	+151	+164	+343	+437	+450	+312
Mechanical engineering	+481	+612	+549	+482	+617	+1 156	+1 339	+1 564	+1 378
Electrical engineering	+123	+165	+115	+113	+111	+287	+294	+422	+332
Instruments	+50	+56	+59	+56	+60	+92	+122	+174	+143
Miscellaneous manufactures	+5	+6	+4	+2	+6	+11	+8	+12	+3
Erratic items	+58	+31	+146	+105	+180	−19	−31	+111	−127
Ships	+29	+24	+57	+32	+38	+152	+177	+296	+199
Aircraft	+28	+6	+90	+72	+142	+101	+51	+20	+142
North Sea oil production inst.	—	—	—	—	—	−272	−260	−205	−468
Total finished manufactures	+1 949	+2 252	+1 820	+1 282	+2 008	+3 294	+3 540	+4 025	+2 851
Total manufactures	+2 248	+2 822	+2 200	+1 591	+1 844	+3 660	+4 402	+5 502	+3 974
Total UK trade	−993	−691	−1 395	−3 410	−6 603	−4 233	−5 422	−3 647	−3 606

Bicycles are classified other transport under consumer goods (tables 3 to 6).

factures has changed significantly during the 1970s. In 1970 intermediate goods were the most important group, accounting for 4 per cent of total finished manufactures, while capital and consumer goods accounted for 30 and 26 per cent respectively and the remainder was attributable to the more erratic items. By 1978 consumer goods had become the most important category, largely because of the increase in imports of passenger motor cars, which by this year had increased their share to 12 per cent, with other consumer goods accounting for 25 per cent of the total. Intermediate goods share had fallen to 27 per cent and capital goods share to 25 per cent.

Exports in relation to imports

From the above, it is apparent that the worsening UK trade performance in finished manufactures has not been confined to any particular end-use category. Imports have grown more quickly than exports for all three categories, although the difference has been greatest for consumer goods where the export to import ratio worsened from 165 in 1970 to 73 in 1978. For intermediate goods the movement in these ratios over the same period was from 198 to 157, and for capital goods from 224 to 159. These adverse movements were very largely due to relative volume changes, although there were small movements in relative prices, which contributed to the decline in the export to import ratio for consumer goods and partly offset the declines in these ratios for intermediate and capital goods. The movements in relative value and volume over the period for all three categories have been sharp decreases from 1970 to 1973/4, when imports, particularly of consumer goods expanded rapidly, and then some improvement to 1975 and then a further fall. Despite these adverse relative value movements throughout the 1970s there has been a crude surplus on Britain's trade in intermediate and capital goods, reaching £2.3 billion and £2.2 billion respectively by 1978, while the crude balance in consumer goods has swung from a small surplus in 1970 to a deficit of £1.5 billion in 1978.

Notes

1 Finished manufactures on a balance of payments basis. The import and export figures on a balance of payments basis are obtained by making various adjustments to the figures recorded in the overseas trade statistics. They are available only for the values of total UK finished manufactures. The adjustments are of two types. First, there are coverage adjustments. In the case of finished manufactures, these mainly affect the more erratic items of trade (ships, North Sea installations and aircraft) rather than the end-use series which are exclusive of these items. The second kind of adjustments relate to valuation, of which the principal one is the deduction from the import figures of freight and insurance costs. This, and certain amendments, made to the OTS import values to express them at the actual price paid to the supplier abroad, generally have the effect of reducing imports and so of improving the level of the visible balance. These valuation adjustments accounted for a similar proportion of the OTS import values in each of the years 1970 and 1978 and so have had little affect on the time comparisons for the end-use series. Values for UK total trade and finished manufactures on a balance of payments basis, inclusive of the more erratic items of trade, are given in table 12 for the years 1970 to 1978 for comparison with the ones on an overseas trade statistics basis in tables 3 to 6.

2 Definition of SNA classes The BEC is comprised of 19 categories but after excluding ships, North Sea installations and aircraft, only 11 of them concern finished manufactures. Following is the definition of the three basic SNA classes in terms of these 11 categories of the BEC.

Capital goods
Sum of categories:
41* Capital goods (except transport equipment)
521* Transport equipment, industrial

Intermediate goods
Sum of categories:
21* Industrial supplies not elsewhere specified: primary
22* Industrial supplies not elsewhere specified: processed
42* Parts and accessories of capital goods (except transport equipment)
53* Parts and accessories of transport equipment

Consumer goods
Sum of categories:
522* Transport equipment, non-industrial
61* Consumer goods not elsewhere specified: durable
62* Consumer goods not elsewhere specified: semi-durable
63* Consumer goods not elsewhere specified: non-durable
51* Passenger motor cars

Table 7 **Exports: volume indices (OTS basis)** 1975 = 100

	Finished manufactures					
	Consumer goods	Intermediate goods	Capital goods	Total less erratic items	Total finished manufactures	Total UK trade
1970	87	69	75	75	75	77.8
1971	91	78	83	82	82	84.5
1972	90	80	75	80	81	86.1
1973	96	94	80	89	90	98.1
1974	101	98	90	95	96	102.7
1975	100	100	100	100	100	100.0
1976	116	100	100	103	104	108.7
1977	126	103	103	108	110	118.7
1978	132	112	97	110	110	124.0
Average annual growth (%)	5	6	3	5	5	6

Table 8 **Imports: volume indices (OTS basis)** 1975 = 100

	Finished manufactures					
	Consumer goods	Intermediate goods	Capital goods	Total less erratic items	Total finished manufactures	Total UK trade
1970	44	64	62	56	56	82.9
1971	59	70	64	64	64	87.2
1972	83	82	79	81	79	95.8
1973	108	106	93	103	100	109.1
1974	98	112	110	106	102	109.4
1975	100	100	100	100	100	100.0
1976	113	108	106	109	109	106.4
1977	131	122	115	123	124	108.8
1978	148	139	136	141	140	117.2
Average annual growth (%)	16	10	10	12	12	4

Table 9 **Exports: unit value indices (OTS basis)** 1975 = 100

	Finished manufactures					
	Consumer goods	Intermediate goods	Capital goods	Total less erratic items	Total finished manufactures	Total UK trade
1970	54	54	51	53	53	51.0
1971	58	58	55	57	57	54.0
1972	63	60	61	61	61	57.0
1973	72	63	67	66	66	64.3
1974	83	78	78	79	79	81.8
1975	100	100	100	100	100	100.0
1976	124	122	125	123	123	120.9
1977	143	146	151	147	147	142.6
1978	157	159	166	162	162	155.4
Average annual growth (%)	14	14	16	15	15	15

Table 10 **Imports: unit value indices (OTS basis)** 1975 = 100

	Finished manufactures					
	Consumer goods	Intermediate goods	Capital goods	Total less erratic items	Total finished manufactures	Total UK trade
1970	48	55	55	53	53	43.8
1971	51	55	59	56	56	45.9
1972	57	58	62	59	59	48.0
1973	70	68	69	69	69	60.9
1974	84	80	80	82	82	87.9
1975	100	100	100	100	100	100.0
1976	124	128	127	126	125	122.3
1977	141	147	146	144	143	141.1
1978	158	153	158	156	155	145.3
Average annual growth (%)	16	14	14	15	14	16

Table 11 Relative volume and terms of trade (OTS basis)

1975 = 100

	Consumer goods		Intermediate goods		Capital goods		Total finished manufactures (less erratics)		Total finished manufactures		Total UK trade	
	Relative volume [1]	Terms [2] of trade	Relative volume [1]	Terms [2] of trade	Relative volume [1]	Terms [2] of trade	Relative volume [1]	Terms [2] of trade	Relative volume [1]	Terms [2] of trade	Relative volume [1]	Terms [2] of trade
1970	197	114	109	98	120	93	133	100	134	100	93.8	116.4
1971	155	114	111	105	130	93	128	102	127	102	96.9	117.6
1972	109	111	98	104	96	98	99	103	103	103	89.9	118.8
1973	89	102	89	93	86	97	87	96	90	96	89.9	105.6
1974	103	98	88	98	81	98	90	97	94	97	93.9	93.1
1975	100	100	100	100	100	100	100	100	100	100	100.0	100.0
1976	102	100	92	96	95	99	95	98	95	98	102.2	98.9
1977	96	101	84	99	90	103	87	102	89	103	109.1	101.1
1978	89	99	81	104	71	105	78	104	79	105	105.8	107.0

[1] Export volume index as percentage of the import volume index.
[2] Export unit value index as percentage of import unit value index.

Table 12 Total trade and finished manufactures (BOP basis)

£ million fob

	Total trade				Finished manufactures			
	Exports	Imports	Visible balance	Relative value	Exports	Imports	Visible balance	Relative value
1970	8 121	8 163	−42	99	4 074	2 005	+2 069	203
1971	9 060	8 799	+261	103	4 704	2 409	+2 295	195
1972	9 450	10 172	−722	93	4 855	3 221	+1 634	151
1973	12 115	14 498	−2 383	84	5 873	4 718	+1 155	124
1974	16 538	21 773	−5 235	76	7 719	5 759	+1 960	134
1975	19 463	22 699	−3 236	86	9 934	6 776	+3 158	147
1976	25 411	29 012	−3 601	88	12 575	8 762	+3 813	144
1977	32 148	33 892	−1 744	95	15 385	11 283	+4 102	136
1978	35 432	36 607	−1 175	97	16 760	13 234	+3 526	127
Average annual rate of growth	20%	21%			19%	27%		

[1] An explanation of the way in which these figures on a balance of payments basis differ from those on an overseas trade statistics in tables 1 to 11 is in note 1.

In the United Nations classification by broad economic categories, passenger motor cars (51*) are not allocated to an SNA class because they can be used extensively both for industry and for household consumption. However, as most of the passenger motor cars imported into the UK are used for household consumption, they have been classified to consumer goods in the UK series. Military equipment accounts for the bulk of the trade in BEC category 7*: goods not elsewhere specified, and within finished manufactures only parachutes (SITC (Rev 2) item 899.98) comes into this category. UK trade in parachutes is negligible and so has no effect on the figures. The remaining 6 categories of the BEC cover goods in SITC sections 0, 1 and 3 (food, beverages, tobacco and fuels). A more detailed description of this classification, together with a listing of the SITC (Rev 2) items which are allocated to each of the 19 BEC categories is published in statistical paper series M 53 'Classification by broad economic categories' United Nations, 1976.

3 Compilation of back figures

The greatest degree of disaggregation for which trade data is available is at the 8-digit heading level of the customs tariff and trade classification (TTC). These headings are directly related to SITC 5-digit items which in turn can be aggregated to higher levels. Problems in compiling a consistent set of SITC (Rev 2) 5-digit items, and so BEC, figures over time arise when amendments in the past have been made to either of these classifi-

North Sea oil production exports (OTS): £63 million in 1978 (table 3).

Table 13 Total UK trade in 1978 (OTS basis) by end use and SITC commodity group

Exports: £m fob
Imports: £m cif
BEC end-use category[1]

	Consumer goods			Intermediate goods	Capital goods	Erratic and miscellaneous items	Total
	Total	Of which motor spirits and passenger motor cars					
SITC (Rev 2)							
Exports							
0+1	2 237	–		671	4	–	2 912
2+4	5	–		1 004	–	–	1 008
3	81	81		2 294	–	–	2 375
5+6	1 451	–		8 469	201	2 511	12 632
7+8	3 870	944		6 248	5 841	1 393	17 352
9	–	–		48	–	1 035	1 083
0–9	7 644	1 025		18 734	6 046	4 939	37 363
Imports							
0+1	3 949	–		2 193	1	–	6 142
2+4	23	–		3 400	–	–	3 422
3	209	209		4 621	–	–	4 831
5+6	665	–		8 388	111	2 345	11 509
7+8	5 332	1 772		3 976	3 674	1 519	14 501
9	–	–		43	–	521	564
0–9	10 178	1 981		22 621	3 786	4 385	40 969

[1] The end-use categories are defined as the sum of the following BEC categories, except that they exclude the more erratic items of trade (ships, north sea installations aircraft and precious stones)
Consumer: 112*, 122*, 321*, 51*, 522*, 6*
Intermediate: 111*, 121*, 2*, 31*, 322*, 42*, 53*
Capital: 41*, 521*
Miscellaneous: 7*
The asterisk distinguishes a BEC classification to avoid confusion with the SITC.
BEC codes 321* (motor spirits) and 51* (passenger motor cars), which are not allocated to a specific end-use category in the UN classification, have been allocated to consumer. Gold (SITC (Rev 2) 971 and 974) has been allocated to the miscellaneous category, gold coin is not covered by the UN SITC classification and non-monetary gold is treated as an intermediate good in the UN BEC classification.
[2] The SITC groupings are 0+1 food, beverages and tobacco, 2+4 basic materials, 3 fuels, 5+6 semi-manufactures, 7+8 finished manufacture and 9 miscellaneous. The OTS date above has been adjusted to be consistent with the re-allocation of industrial diamonds to the basic materials group, introduced in January 1979.

Schedule I The main products in the commodity series in tables 3 to 6

Title of series[1]	Main products	SITC (rev 2) Coding
A – Consumer goods		
Passenger motor cars	Passenger motor cars	781
Other transport equipment	Motor cycles, bicycles, caravans	782–786, 791
Machinery	Domestic appliances (eg sewing machines, television and radio sets, domestic refrigerators and washing machines, and sound recording equipment	71–77
Clothing	Clothing	84
Footwear	Footwear	85
Instruments	Spectacles, photographic apparatus, watches and clocks	87–88
Other manufactures	Furniture, printed matter, toys, sports equipment, smokers' requisites umbrellas, jewellery, travel goods, musical instruments, records and tapes, basketwork, brushes, works of art	81–85, 89 Exc 899.98
B – Intermediate goods		
Other transport equipment	Parts and accessories of motor vehicles, chassis	See consumer goods
Aero-engines	Aero-engines	713.1, 714.4, 714.81, 714.91
Mechanical engineering	Parts for excavating, levelling machinery and machine tools	71–74 Exc. Aero-engines and716
Electrical engineering	Switchgear equipment, cables, transistors, receivers and parts for electrical machinery	716, 75–77
Instruments	Photographic film, x-ray film, sensitised paper, parts of instruments	See consumer goods
Miscellaneous manufactures	Electric light bulbs and fittings including illuminating glassware, sanitary fixtures and fittings, plastic packaging materials, trade advertising materials, plastic floorcoverings	See consumer goods
C – Capital goods		
Other transport equipment	Railway vehicles, lorries, trucks, road tractors, buses and trailers	See consumer goods
Mechanical engineering	Agricultural metal working machinery, earthmoving machinery, textile and leather machinery, mechanical handling machinery, printing machinery, baking and confectionery machinery, heating and cooling equipment, water turbines, steam engines, boiler house plant, worktrucks, pumps, and machines for special industries	See intermediate goods
Electrical engineering	Electrical power machinery, telephone and broadcasting equipment, office machinery and ADP equipment, electrical apparatus for medical purposes, electromagnets, hand tools for furnaces welding and cutting apparatus, and traffic control equipment	See intermediate goods
Instruments	Electronic control instruments, electrical measuring apparatus, scientific instruments, optical appliances (eg microscopes) navigation, surveying, drawing and measuring instruments, medical, dental, surgical and veternary instruments, meters and counters	See consumer goods
'Miscellaneous manufactures	Central heating boilers and radiators, medical, dental and surgical furniture, filing cabinets	See consumer goods

[1] For availability of figures for these series see note 4.

Finished manufactures in 1978: reconcilliation between commodity categories in this article and the SIC groupings in the business monitor M10 series

£ million fob

	VII	VIII	IX	X	XI	XII	XIII	XV [1]	XV [2]	XIV, XVI to XIX	I to VI, XX to XXVI	Total exports of finished manufactures
Schedule II Exports												
Title of Series	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding	Vehicles	Metal goods nes	Textiles	Clothing	Footwear	Leather, bricks, paper, timber other manufactures	All other	
A Consumer goods	58	131	514	2	1 055	118	175	468	98	888	364	3 871
of which:												
Passenger motor cars					944							944
Other transport equipment					105							105
Machinery	42		412	2								456
Clothing		—					175	466		29		670
Footwear								—	98	—		98
Instruments		122	5								66	193
Other manufactures	17	8	97		6	118		2		860	298	1 405
B Intermediate goods	1 743	193	1 487	82	2 243	107	0	1	0	232	162	6 249
of which:												
Other transport equipment	82				1 394							1 476
Aero-engines			—	—	496							496
Mechanical engineering	1 612		124	82	347	80				12		2 257
Electrical engineering	47	62	1 308			—				32	1	1 450
Instruments	2	130				1					158	291
Miscellaneous manufactures		1	54		6	25		1		187	4	277
C Capital goods	2 800	626	1 381	9	944	71	0	0	0	4	5	5 841
of which:												
Other transport equipment	77				543	1				1		623
Mechanical engineering	2 566	2	11	9	397	44						3 030
Electrical engineering	136	96	1 293		4						5	1 534
Instruments	8	521	77			11						617
Miscellaneous manufactures	13	7				14				3	1	38
D Erratic items												
Ships and boats												318
Aircraft												1 011
North Sea oil production installations												63

Schedule III Imports

Title of Series	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding	Vehicles	Metal goods n.e.s.	Textiles	Clothing	Footwear	Leather, bricks, paper, timber other manufactures	All other	
A Consumer goods	57	253	697	7	1 900	150	244	661	253	761	350	5 332
of which:												
Passenger motor cars					1 772							1 772
Other transport equipment					126							126
Machinery	42		583	7								632
Clothing		—					244	651		26		921
Footwear								—	253	—		254
Instruments		243	4								71	318
Other manufactures	15	10	110		2	150		10		734	278	1 309
B Intermediate goods	941	230	1 217	30	1 147	87	0	5	0	208	112	3 976
of which:												
Other transport equipment	39				575							614
Aero-engines			—	—	379							379
Mechanical engineering	874		42	30	190	72				16		1 223
Electrical engineering	27	39	1 153			1				31	—	1 251
Instruments	1	190				1					110	302
Miscellaneous manufactures		1	21		3	14		5		162	2	208
C Capital goods	1 719	459	1 071	8	365	44	0	0	0	4	4	3 674
of which:												
Other transport equipment	26				280	3						311
Mechanical engineering	1 519	2	10	8	85	28				3		1 652
Electrical engineering	147	88	965		—						2	1 202
Instruments	4	367	96			7						474
Miscellaneous manufactures	23	4				6				1	2	35
D Erratic Items												
Ships and boats												119
Aircraft												869
North sea oil production Installations												531

[1] Order XV less MLH 450 [2] MLH 450 — Indicates trade less than £½m.

Consumer goods (clothing and furniture): export to import ratio (OTS) was 73 in 1978 (table 5).

cations, for then in the earlier years a single tariff heading might cover trade in more than one of the BEC categories so creating a need to make estimates of the proportion of trade in each BEC end-use class within that heading.

Major changes to the TTC classification may be necessary when the SITC classification is altered, although this is usually only at intervals of 15 years. For the OTS, the SITC (Rev 1) was introduced in January 1963.

No attempt has been made to compile figures on an end-use basis prior to 1963. The next major change to the TTC was in January 1970; prior to this, the trade figures were available in considerably less detail. As a result it has been more difficult to obtain time series for the 1960s which is why only BEC end-use series for the years 1970 onwards are being published in this article. Substantial changes to the TTC were also made in each year between 1973 and 1978, primarily due to the UK's obligation to adopt the headings of the EEC's common customs tariff (CCT) and the EEC's statistics classification Nimexe. There was an expansion from 9000 headings in 1973 to 11 600 headings in the first half of 1977 thereafter a reduction took place to 8 900 headings in 1978 when the SITC (Rev 2) was introduced. This reduction of headings, not the expansion, presented problems. If accurate end-use figures for any year prior to 1978, could be obtained then it was possible to construct a reliable series for the whole of the 1970s.

A detailed analysis was made of trade in 1975 to establish the extent to which trade within the same 8-digit tariff heading fell into more than one end-use class. The findings were that this allocation problem only existed for headings in mechanical engineering. For each SITC (Rev 1) item, within which these 8-digit headings fell, the proportion of trade by BEC end-use class within the SITC (Rev 1) item was calculated for one year (usually 1977) for which this information could be derived. These proportions were then applied to the trade in that SITC (Rev 1) item for all earlier years. The SITC items for which this method was used accounted, in the case of exports for 13 per cent of mechanical engineering trade in 1975 (4 per cent of finished manufactures) and in the case of imports for 11 per cent of that trade (3 per cent of finished manufactures). This consistency problem affects the time series for intermediate and capital goods.

4 Availability of figures for earlier years

The following end-use data can be made available for finished manufactures

1 Main end-use series (i.e. total consumer, total intermediate and total capital goods)

Exports:
Value figures annually from 1967, quarterly and monthly from 1970. Volume and unit value index numbers, annually, quarterly and monthly from 1970

Imports:
Value figures, volume and unit value indices annually and quarterly from 1963 and monthly from 1970.

2 Minor end-use series (i.e. the commodity series listed in schedule I)

Exports and Imports:
Value figures, volume and unit value indices annually, quarterly and monthly from 1970.

5 General definitions

The standard notes on definitions and coverage of the trade figures which were published in *Trade and Industry* on 23 February, are appropriate to the figures in this article

Inquiries: Department of Trade, Economics and Statistics Division 5A, Room 255, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5703.

Retailers' stocks in April

Based on the non-seasonally adjusted data on table 1, the level of stocks at book values in April was £69 million higher than in the previous month and 19 per cent higher than in the same month a year earlier; at constant (1975) prices it was 10 per cent higher than a year earlier.

The estimate of the value of physical increase of retailers' stocks at 1975 prices and seasonally adjusted (table 2) suggests an increase of £32 million as compared with the previous month. This further increase in the level of stockholdings in a month when the seasonally adjusted volume of retail sales rose quite sharply, may reflect a continued bunching of deliveries to retailers after the disturbances to trade in earlier months. One further possible reason for this latest rise in stocks could be that retailers may have been anticipating extra spending in advance of the budget. The ratio of stocks to sales fell back in April to around the level recorded in the fourth quarter of last year.

Inquiries: Department of Trade, Economics and Statistics Division 6C, Room 351, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3705.

Table 1 Level of retailers' stocks

£ million — At cost at end of month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
At book values												
1975	2 766	2 814	2 947	2 856	2 948	2 985	2 962	2 963	3 139	3 452	3 700	3 333
1976	3 151	3 195	3 388	3 389	3 382	3 379	3 311	3 319	3 547	3 941	4 229	3 799
1977	3 656	3 726	4 095	4 163	4 165	4 220	4 029	4 037	4 286	4 695	5 170	4 417
1978	4 197	4 220	4 522	4 597	4 625	4 744	4 637	4 658	4 932	5 458	6 004	5 218
1979	4 812	4 897	5 416	5 485								
Change in book values												
1975	−120	48	133	−91	92	37	−23	1	176	313	248	−367
1976	−182	44	193	1	−7	−3	−68	8	228	394	288	−430
1977	−143	70	369	68	2	55	−191	8	249	409	475	−753
1978	−220	23	302	75	28	119	−107	21	274	526	546	−786
1979	−406	85	519	69								
Percentage change on a year earlier												
1975	15	17	17	10	10	10	10	11	13	14	16	15
1976	14	14	15	19	15	13	12	12	13	14	14	14
1977	16	17	21	23	23	25	22	22	21	19	22	16
1978	15	13	10	10	11	12	15	15	15	16	16	18
1979	15	16	20	19								
At constant (1975) prices – percentage change on a year earlier												
1975	−7	−6	−7	−12	−12	−11	−11	−10	−7	−5	−3	−3
1976	−2	−2	—	5	2	1	1	1	1	2	1	—
1977	1	1	4	5	5	6	3	3	3	2	5	1
1978	1	1	−1	—	1	3	6	6	7	8	8	10
1979	7	8	11	10								

Table 2 Retailers' stocks at 1975 prices

Seasonally adjusted — £ million

	Stocks level	Value of physical increase
1971		
1st qtr	2 720	−34
2nd	2 722	2
3rd	2 738	16
4th	2 766	28
1972		
1st qtr	2 776	10
2nd	2 834	58
3rd	2 809	−25
4th	2 795	−14
1973		
1st qtr	2 934	139
2nd	3 248	314
3rd	3 323	75
4th	3 419	96
1974		
1st qtr	3 356	−63
2nd	3 409	53
3rd	3 315	−94
4th	3 239	−76
1975		
1st qtr	3 134	−105
2nd	3 039	−95
3rd	3 079	40
4th	3 139	60
1976		
1st qtr	3 146	7
2nd	3 079	−67
3rd	3 125	46
4th	3 152	27
1977		
1st qtr	3 269	117
2nd	3 273	4
3rd	3 214	−59
4th	3 181	−33
1978		
1st qtr	3 243	62
2nd	3 371	128
3rd	3 425	54
4th	3 514	89
1979		
1st qtr	3 601	87
1979		
January	3 421	−93
February	3 415	−6
March	3 601	186
April	3 633	32

Table 3 Relationship of retailers' stocks to retail sales

Index numbers – fourth quarter 1974 = 100 — Seasonally adjusted

	Stock levels at 1975 prices	Retail sales at 1971 prices	Ratio of stocks to sales
1966	77	83	93.6
1967	80	84	94.5
1968	84	87	95.9
1969	85	88	97.5
1970	85	90	94.8
1971	85	91	93.7
1972	86	96	89.9
1973	106	100	105.0
1974	100	99	100.7
1975	97	97	99.7
1976	97	97	100.3
1977	98	94	104.0
1978	108	99	109.0
1976			
1st qtr	97	96	100.7
2nd	95	97	97.8
3rd	96	98	98.8
4th	97	97	100.7
1977			
1st qtr	101	94	107.2
2nd	101	93	108.3
3rd	99	95	104.5
4th	98	95	103.0
1978			
1st qtr	100	97	103.3
2nd	104	98	105.9
3rd	106	101	104.8
4th	108	102	106.6
1979			
1st qtr	111	100	110.6
1979			
January	106	100	105.8
February	105	101	104.8
March	111	101	110.1
April	112	105	106.7
May		103 p	

Notes for table 3

1 The index numbers of the level of stocks relate to the end of each time period; the index of sales refers to retail sales during the period.

2 The 1971 = 100 index of retail sales has been rebased on the fourth quarter of 1974 for the purpose of this table.

3 The index numbers of the stocks sales ratio are calculated from unrounded estimates of the data in the previous two columns.

p Provisional.

Notes

1 The book values are valued exclusive of VAT.

2 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

3 The statistics given in table 2 were introduced in an article in *Trade and Industry*, 28 March 1975, and those in table 3 were introduced in an article in the issue of 17 March 1978.

4 Long-run series back to 1970 for table 1 and to 1967 for table 2 were included in the article in *Trade and Industry*, 22 September 1978.

What is 'Financial Statistics'?

Financial Statistics is a monthly publication by the Central Statistical Office and the source of many figures used in articles by financial journalists and in stockbrokers' circulars. It brings together the key financial and monetary statistics of the United Kingdom.

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Price £3.40. Annual subscription including explanatory handbook and postage £46.36.

Retail sales: provisional estimate for May

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in May is 113½ (1971 = 100).

Although this suggests a fallback from April, when sales appear to have increased to make up for trade lost in the first quarter, the estimate is still significantly higher than the level during the fourth quarter of last year.

The volume of retail sales in the first five months of 1979 was about the same as in the fourth quarter of 1978.

Value

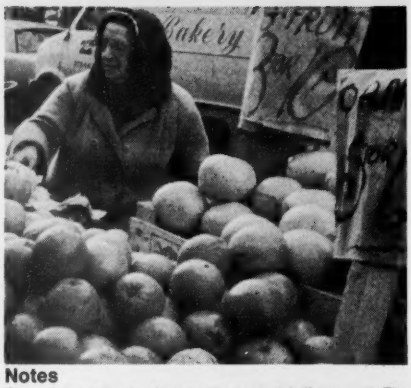
Based on non-seasonally adjusted data, the provisional estimate of the value of total sales in May was 15 per cent higher than in May 1978. In the first five months of 1979, the average value of sales was 13 per cent higher than in the corresponding period of 1978.

Inquiries: Department of Trade, Economics and Statistics Division 6C, Room 351, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3705.

Retail sales: volume and value

	Volume seasonally adjusted index (1971 = 100)		Value not seasonally adjusted – percentage change compared with a year earlier
1978		**1978**	
1st qtr	106.4	1st qtr	+13
2nd	107.9	2nd	+15
3rd	110.7	3rd	+14
4th	111.7	4th	+14
1979		**1979**	
1st qtr	110.3	1st qtr	+13
1978		**1978**	
Feb	106.7	Feb	+13
Mar	107.2	Mar	+15
Apr	106.9	Apr	+16
May	108.2	May	+15
1979		**1979**	
Feb	110.4	Feb	+12
Mar	110.8	Mar	+13
Apr	115.4	Apr	+14
May	113½ p	May	+15 p

p Provisional.



Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

Estimates are based on early returns to the monthly inquiry. These returns cover approaching one half, by turnover, of information available at the final stage. Over the last 12 months the average difference (ignoring sign) between provisional and final estimates was 0.5 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figures.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays. For example, these adjustments include the effects of the Christmas and new year holidays and any annual 'sales' over this period. No adjustments are made to the non-seasonally adjusted data.

The final figures for May will be published in a press notice on Monday, 2 July.

Wholesale price indices in May

Output prices

The price index for the home sales of manufactured products increased by 1¼ per cent between April and May to 167.2 (1975 = 100).

The index for manufactured products other than food, drink and tobacco rose by 1¼ per cent between April and May to 166.4. Higher prices for the home sales of the printing and publishing industries and, to a lesser extent, the vehicles industry accounted for about half of the increase. The index rose 4 per cent over the latest three months.

The index for the food manufacturing industries also increased by 1¼ per cent between April and May to 174.3, mainly as a result of higher prices for chocolate and sugar confectionery, meat and fish products and bread. This index rose by 2½ per cent over the latest three months.

The change in the index for all manufactured products measured over a 12-month period rose again, from 9½ per cent for April to 10 per cent for May. The increase in the index over the latest six months rose from 5½ to 6½ per cent.

Input prices

The price index for materials and fuel purchased by manufacturing industry increased by 1½ per cent between April and May to 160.7 (1975 = 100). The change in this index measured over a 12-month period was 9½ per cent for May, compared with 9 per cent for April.

Higher prices for gas and electricity were responsible for the 1¾ per cent increase between April and May in the index for coal, gas and electricity. This index has risen 8 per cent over the latest three-month period.

The index for materials purchased by manufacturing industry other than food, drink and tobacco industries rose 1¾ per cent between April and May to 156.2. Further higher prices for crude oil, partly the result of a slight depreciation in sterling's value against the dollar, made the most significant contribution. Prices for materials other than crude oil rose by 1 per cent; lower prices for copper and, to a lesser extent, hides and skins were offset by higher prices for several commodities, especially gold, nickel and lead.

The index for materials purchased by the food manufacturing industries increased by 1 per cent between April and May to 167.6. The main causes were higher prices for home-produced cereals and meat and home-landed fish, but there were lower prices for imported cereals.

Note

All indices for the latest two months are provisional and subject to revision. Larger revisions can be expected among the input indices.

1975 = 100

	Mar	Apr p	May p
Output prices (home sales)			
All manufactured products	163.2	165.3	167.2
Products of manufacturing industry other than food, drink and tobacco industries	161.9	164.4	166.4
Products of the food manufacturing industries	170.5	172.1	174.3
Prices of materials and fuel purchased			
By manufacturing industry	153.5	158.3	160.7
materials	152.9	157.5	159.8
coal, gas and electricity	156.2	162.6	165.4
By manufacturing industry other than food, drink and tobacco industries	148.4	155.2	157.7
materials	146.8	153.6	156.2
By food manufacturing industries	164.6	165.8	167.6
materials	164.8	165.8	167.6

p Provisional.

Inquiries: 01-215 3351.

Vehicle production: provisional estimate for May

Provisional estimates of vehicle production in the United Kingdom in the four weeks ending 26 May are shown below. More detailed production figures will be published shortly.

Thousands

		Passenger cars		Commercial vehicles	
	No. of weeks	Recorded	Seasonally adjusted (monthly average)	Recorded	Seasonally adjusted (monthly average)
1975	52	1 268	106	380.7	31.7
1976	53	1 333	111	372.1	31.0
1977	52	1 316	110	398.3	33.2
1978	52	1 223	102	384.5	32.0
1978					
Jan	4	111	111	31.1	33.4
Feb	4	108	112	30.7	30.7
Mar	5	139	121	41.9	35.4
Apr	4	119	117	35.0	36.0
May	4	122	104	37.8	34.6
Jun	5	122	108	39.5	34.3
Jul	4	65	96	27.2	33.5
Aug	4	89	115	21.2	31.3
Sep	5	107	107	33.8	32.1
Oct	4	79	83	26.3	26.2
Nov	4	58	55	24.3	24.4
Dec	5	104	95	35.7	32.5
1979					
Jan	4	92	93	32.0	34.5
Feb	4	100	104	37.5	37.7
Mar	5	133	110	50.4	40.3
Apr	4	97	101	38.0	41.6
May	4	107	92	40.0	36.7

Inquiries: Department of Industry, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0788.

Domestic furniture: deliveries and orders in April

Domestic furniture deliveries for April are provisionally estimated at £81.0 million (at current prices), which gives a seasonally adjusted index of deliveries for the month of 112. The average for the latest three months, February to April, is 110 which is 4.2 per cent higher than the revised figure for the previous three months, November to January, and 1.2 per cent higher than the figure for the same period in 1978.

The index of orders-on-hand, on a seasonally adjusted basis, yields a provisional figure of 72 for April. The average for the three months February to April is 75 which is a fall of 10.7 per cent from the revised figure for the previous three months, but 6.6 per cent higher than the corresponding period last year.

Inquiries: Departments of Industry, Economics and Statistics Division 3B, Room 107, Dean Bradley House, 52 Horseferry Road, London SW1, tel. 01-212 8662.

Note

The indices are given on 1975 constant price basis, with 1975 = 100. When price increases are large, the problems associated with revaluation to constant prices become more acute. Thus relative accuracy with which volume changes have been measured is likely to have been reduced in times of high inflation.

Domestic furniture	Deliveries £m current values	Index of deliveries (1975 = 100) Unadjusted	Index of deliveries (1975 = 100) Seasonally adjusted	Index of orders on hand (end of month or centred average 1975 = 100) Unadjusted	Index of orders on hand (end of month or centred average 1975 = 100) Seasonally adjusted
1974	430.7		88		92
1975	576.9		100		100
1976	660.2		102		84
1977	751.7		100		70
1978	909.5		108		75
1977					
4th qtr	218.5	110	102	69	67
1978					
1st qtr	221.3	108	105	75	70
2nd	226.2	109	112	68	70
3rd	212.9	99	112	72 r	76
4th	249.1	114	106	87	84
1979					
1st qtr	255.0 p	112	105	84	78
1977					
Oct	73.4	112	101	66	66
Nov	79.1	120	101	74	69
Dec	65.9	99	105	68	65
1978					
Jan	70.6	104	103 r	78	72
Feb	72.9	106	104	77	70
Mar	77.8	113	107	71	69
Apr	76.7	111	113	70	72
May	73.2	105	109	66	70
Jun	76.4	110	113	61	68
Jul	58.9	83	109	67 r	73
Aug	68.2 r	95	113	77 r	80
Sep	85.9 r	119	113	82 r	83
Oct	85.2	118	102	84	83
Nov	91.0	125	106	92	86
Dec	72.9	100	111	88	85
1979					
Jan	78.3	105	99 r	87 r	80 r
Feb	82.8 r	108	106	83	75
Mar	93.9 r	122	110	76	74
Apr	81.0 p	104 p	112 p	70 p	72 p
Averages					
Nov 78-Jan 79			105		84
Feb-Apr 1979			110		75
Percentage change			+4.2		−10.7
Feb-Apr 78			108		71
Feb-Apr 79			110		75
Percentage change			+1.2		+6.6

r Revised. p Provisional.

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified:

23 May 1979

1274403 Nissan Motor Co Ltd
Electronic control device for automatic power transmission
1289797 Nissan Motor Co Ltd
Automotive safety device
1293299 Nissan Motor Co Ltd
A trigger switch for a motor vehicle safety device
1293321 Nissan Motor Co Ltd
A control system for an automatic transmission
1294837 Nissan Motor Co Ltd
Temperature sensitive pressure regulator
1297744 Nissan Motor Co Ltd
Apparatus for warming, cooling and/or lubricating media of internal combustion engines
1297747 Nissan Motor Co Ltd
A steering lock device
1300679 Nissan Motor Co Ltd
A hydraulic power steering device for a vehicle
1301607 Nissan Motor Co Ltd
Motor vehicle safety device
1301963 Nissan Motor Co Ltd
An inertia switch for motor vehicle safety devices
1302323 Nissan Motor Co Ltd
Vehicle power steering control device
1302805 Nissan Motor Co Ltd
Vehicle safety device
1303615 Nissan Motor Co Ltd
An electrically propelled car
1303953 Nissan Motor Co Ltd
Inboard-outboard drive for water craft
1305659 Nissan Motor Co Ltd
Vehicular safety device
1307183 Nissan Motor Co Ltd
Vehicular safety device
1309068 Nissan Motor Co Ltd
A disc brake for a hydraulic brake system of a motor vehicle
1310784 Nissan Motor Co Ltd
Control system for gas turbine engine
1315746 Nissan Motor Co Ltd
A line pressure regulator valve
1325020 Nissan Motor Co Ltd
A let-off mechanism for a loom
1328824 Nissan Motor Co Ltd
Detection of mispick in a loom
1330116 Nissan Motor Co Ltd
Vehicular safety device
1331334 Nissan Motor Co Ltd
Fuel injection internal combustion engine
1331538 Nissan Motor Co Ltd
Combination impact detector and switch device
1332011 Nissan Motor Co Ltd
A wheeled vehicle having a skid control system
1333779 Nissan Motor Co Ltd
A locking device for a steering shaft of an automobile
1333959 Nissan Motor Co Ltd
Safety device for motor vehicle
1334058 Nissan Motor Co Ltd
A method of preventing a dent from being damaged by a weft yarn during beat up, and a device for accomplishing the same
1337481 Nissan Motor Co Ltd
A method of, and means for generating a triggering signal
1339923 Nissan Motor Co Ltd
Valve operable to allow flow of a fluid under pressure
1341472 Nissan Motor Co Ltd
A crankcase and fuel tank venting system of an internal combustion engine of a motor vehicle
1343143 Nissan Motor Co Ltd
An inertia switch for motor vehicle safety devices
1345594 Nissan Motor Co Ltd
Vehicular safety system
1349894 Nissan Motor Co Ltd
Vehicular safety device
1351234 Nissan Motor Co Ltd
A process for forming a soft nitride layer in a metal surface
1351335 Nissan Motor Co Ltd
A pressurised gas supply unit for a vehicular safety device
1352053 Nissan Motor Co Ltd
Vehicle safety device
1352885 Nissan Motor Co Ltd
Automotive disc brake
1353644 Nissan Motor Co Ltd
The reduction of concentrations of combustible constituents in internal combustion engine exhaust gases
1353728 Nissan Motor Co Ltd
Automotive disc brake
1355358 Nissan Motor Co Ltd
A control system for an automatic power transmission of an automotive vehicle
1356013 Nissan Motor Co Ltd
A motor vehicle having an internal combustion engine and comprising air pollution reducing devices
1356203 Nissan Motor Co Ltd
A combination of an air-pollution preventive arrangement and exhaust system of an internal combustion engine
1356275 Nissan Motor Co Ltd
Method for regulating fuel flow of a gas turbine engine
1356561 Nissan Motor Co Ltd
Transmission shift pattern generator
1366260 Nissan Motor Co Ltd
Transmission shift pattern generator
1511647 The Post Office
Digital television system
1516971 The Post Office
Analogue multiplier
1540998 The Post Office
Digital switching centre
1516981 Samuel Richard Smith
A solar heater system
1537830 Agfa-Gevaert
The reduction of sludge formation in the rapid processing of radiographic silver halide material

Any person who claims that the proprietor of the patent is, and was at the time of entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the Comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

Special employment and training measures

The number of people covered by the special employment and training measures in Great Britain at the end of April is estimated as follows:

Temporary employment subsidy	63 000
Short-time working compensation scheme	11 200
Temporary short-time working compensation scheme	370
Small firms employment subsidy	27 600
Job release scheme	22 900
Adult employment subsidy	870
Job introduction scheme	190
Youth opportunities programme	70 000
Community industry	5 200
Special temporary employment programme	14 500
Training places supported in industry (at end of March 1979)	26 000

The total number of people assisted under these schemes is estimated to be 242 000. The actual effect on the unemployed register, however, will be less than this for a number of reasons; some people, for example, do not sign the register when they become unemployed.

Financial assistance under the Industry Act 1972

Regional selective assistance: offers of £10,000 or more

This table shows offers of £10,000 or more made since 31 July 1974 under section 7 of the Industry Act 1972 against which a first payment to the company concerned was made during the period 1 January to 13 March 1979. Offers of interest relief grant with a loan equivalent of £10,000 or more are also shown. **Inquiries:** 01-212 0214

Area and company	Type of assistance committed (see notes at foot of table)		Amount of assistance committed (£)	Standard industrial classification (*minimum list heading*): the activity involved is production unless otherwise stated	Location of premises
Scotland					
Balmore Hydraulics Co Ltd	IR	A	28 600	Pumps, valves, compressors	Carluke
Beckman Instruments Ltd	IR	A	187 000	Scientific and industrial instruments and systems	Glenrothes
Beechburn Engineering Services	IR	A	29 640	Iron and steel	Renfrew
Arthur Bell (Scotch Tweeds)	IR	A	8 750	Woollen and worsted	Hawick
John Brown Engineering	IR	A	292 500	Industrial engines	Clydebank
Cardboard Converters Ltd	IR	A	20 962	Paper and board packaging	Edinburgh
Cleland Jamieson Ltd	IR	A	63 000	Hosiery and knitted goods	Newmilns
Cloathbond Ltd	IR	A	50 400	Overalls and men's workshirts	Oalkeith
Colquhoun Knitwear Ltd	IR	A	40 950	Hosiery and Knitted goods	Edinburgh
Ferranti Cetec Graphics	IR/RG	A	107 148	Electronic computers	Hillington
Glenmac Knitwear Ltd	IR	A	3 905	Hosiery and knitted goods	Arbroath
Gray and Adams	IR	A	41 600	Motor vehicle manufacture	Fraserburgh
Peter Greig and Co Co Ltd	IR	B	55 500	Weaving of cotton, linen, etc	Kirkcaldy
Highgate and Job	IR	B	37 500	Vegetable and animal oil and fat	Paisley
Hodgmac Ltd	IR	A	13 750	Meat processors	Ayr
Homer Burgess Ltd	IR	A	6 250	Metal fabrication	Dumfries
Ireland Alloys Ltd	IR	B	50 400	Iron and steel	Blantyre
G. and J. Johnston Ltd	IR	B	69 300	Weaving of cotton, linen, etc	Wemyss
Keystone Valve (UK) Ltd	IR	A	338 200	Pumps, valves, compressors	Govan
Liddesdale Fishing Bag Co	IR	A	10 575	Sports equipment	Hawick
Marine Harvest Ltd	SIGS	A	165 000	Central offices	Edinburgh
J. G. Martin Plant Hire	IR	A	11 515	Construction	Motherwell
Midland Electrical	IR	A	10 710	Electrical machinery	Grangemouth
James N. Millar and Sons Ltd	IR	A	10 400	Shipbuilding and marine engineering	Anstruther
Moffat Woollens	IR	A	12 950	Hosiery and knitted goods	Hawick
Daniel Montgomery and Son	IR	A	25 000	Miscellaneous wood and cork manufacture	Kirkintilloch
Montrose Offshore Services	IR	A	114 750	Iron and steel	Montrose
Motherwell Bridge Eng Ltd	IR	A	211 500	Industrial plant and steelwork	Motherwell
Motherwell Bridge Pipe Ltd	IR	B	105 750	Industrial plant and steelwork	Motherwell
Northern Circuits Ltd	IR	A	6 250	Textile finishing	Dunfermline
Omisco Ltd	SIGS	A	58 800	Motor repairs, filling stations	Aberdeen
P and W Offshore Services	SIGS	A	59 400	Shipbuilding and marine engineering	Aberdeen
Polydex Mouldings Ltd	IR	A	13 650	Radio and electronic components	Glenrothes
Rem Metals Ltd	IR	A	22 200	Toys, games, sports equipment	Irvine
Ritchies Equipment Ltd	IR	A	59 400	Miscellaneous machinery	Stirling
Robertson Textiles Ltd	IR	A	8 750	Woollen and worsted	Musselburgh
Jas Ross Construction Ltd	IR	A	9 225	Shipbuilding and marine engineering	Dunfermline
Scottish and Newcastle Brewers	IR	A	140 000	Brewing and malting	Edinburgh
Stanley Mills Ltd	IR	A	185 000	Woollen and worsted	Perth
Stirling Auld and Co Ltd	IR	A	20 800	Hosiery and knitted goods	Newmilns
Sole Print Ltd	IR	A	260 000	Printing, publishing, bookbinding	Renfrew
The Anderson-Grice Co Ltd	IR	A	32 500	Mechanical handling equipment	Arbroath
The Panmure Tool Eng. Co Ltd	IR	A	39 000	Metal-working machine tools	Arbroath
Trane Ltd	IR	A	66 000	Miscellaneous machinery	Dunfermline
Uniroyal Ltd	IR/RG	A	414 870	Rubber products	Dumfries
			3 519 350		

Area and company	Type of assistance committed (see notes at foot of table)		Amount of assistance committed (£)	Standard industrial classification (*minimum list heading*): the activity involved is production unless otherwise stated	Location of premises
Wales					
Aero Zipp (Textron) Ltd	SIGS	A	27 000	Wholesale distributors	Pontypridd
Afa-Minerva (EMI) Ltd	IR	A	24 000	Fire-proof doors	Treorchy
Alpine Autos Turnparts Ltd	IR	A	2 400	Metal-working machine tools	Denbigh
AMK Plastics Ltd	IR	A	39 200	Plastic products	Pontyclun
Associated Deliveries Ltd	SIGS	A	21 600	Wholesale distribution	Caldicot
J. Bibby Agriculture Ltd	IR	A	12 600	Animal and poultry foods	Carmarthen
CI Fasteners Ltd	IR	A	314 000	Bolts, nuts, screws, rivets	Merthyr Tydfil
Clino Foundry Supplies Ltd	IR	A	11 000	General chemicals	Wrexham
Doulton Glass Industries	IR	A	14 000	Double glazing units	Newport
Dowty Seals Ltd	IR	A	57 400	Rubber products	Milford Haven
Ecco Jewellery Ltd	IR	A	30 000	Jewellery and precious metals	Denbigh
Eng Concessionaires Ltd	IR	A	41 500	Furniture and holstery	Flint
English Grains Ltd	IR	A	112 000	Pharmaceutical chemicals	Tredegar
FB Industrial Rollers Ltd	IR	A	90 000	Mechanical engineering	Ebbw Vale
Girling Ltd	IR	B	126 000	Motor vehicle manufacture	Cwmbran
Hills Industries Ltd	IR	A	25 100	Hand tools and implements	Caerphilly
Jordan and Sons Ltd	SIGS	A	10 275	Central offices	Cardiff
Lifeguard Equipment Ltd	IR	A	15 500	Mechanical engineering	Denbigh
Nash Rocks, Stone Lime Co	IR	A	18 000	Abrasives and building materials	Powys
Pilkington PE Ltd	IR	A	100 000	Scientific and industrial instruments and systems	Rhyl
Rodell Chimneys Ltd	IR	A	17 000	Industrial plant and steelwork	Brecon
Spring Grove Services	SIGS	A	56 000	Laundries	Gwent
Stuart and Sons Ltd	IR	A	45 000	Glass	Bargoed
TBS (South Wales) Ltd	IR	A	142 000	Steel office furniture	Merthyr Tydfil
Trimwryte Mouldings Ltd	IR	A	2 900	Rubber products	Wrexham
Webb Son and Co Ltd	IR	A	34 000	Printing, publishing, binding	Ferndale
Whitbread and Co Ltd	IR	A	222 000	Brewing and malting	Chepstow
Wrexham General Eng Co	IR	A	3 080	Light engineering	Wrexham
Total			1 613 555		
Northern					
Anderson Ceramics	IR	A	31 000	Bricks, clay, refractory goods	Gateshead
Arrow Construction Equipment	IR	A	122 430	Earth-moving equipment	Blyth
Assyst UK Computer Services	SIGS	A	94 200	Business services	Washington
Berger	IR	A	66 150	Synthetic resins, plastics, rubber	Gateshead
British Industrial Sand	SIGS	A	68 340	Research and development	Staveley
British Shipbuilders	SIGS	A	784 000	Central offices	Newcastle
Carlisle Web Offset Ltd	IR	A	91 000	Printing, publishing, binding	Carlisle
Caterae International Ltd	SIGS	A	351 060	Catering contractors	South Shields
Contractors Pumps (Northern)	IR	A	5 520	Pumps, valves, compressors	Sunderland
Henry Cooke Ltd	IR	B	36 927	Paper and board	Kendal
Alan Dick Engineering Ltd	IR	A	5 730	Mechanical engineering	Cleator
Duo Rubber and Engineering	IR	A	66 800	Rubber products	Newton Aycliffe
Fourstone Paper Mills Co	IR	A	19 140	Paper and board	Hexham
Gibco Insulations (UK) Ltd	IR	A	49 000	Plastics products	Washington
H and V Welfare Ltd	SIGS	A	14 081	Business services	Cumbria
Max Hartley Ltd	IR	A	117 300	General structural Engineering	Sunderland

Area and company	Type of assistance committed (see notes at foot of table)		Amount of assistance committed (£)	Standard industrial classification (minimum list heading): the activity involved is production unless otherwise stated	Location of premises
ICI Ltd	IR	A	85 540	General chemicals	Billingham
JJ Electronic Components	IR	A	19 532	Radio and electronic components	Cramlington
Allan Kennedy and Co Ltd	IR	A	222 300	Metal flooring (open mesh)	Stockton/ Thornaby
Lowther and Croasdale Ltd	IR	A	26 625	Timber sawmills	Penrith
Melinate Products Ltd	IR	A	142 800	Synthetic resins	Jarrow/ Hebburn
Metal Paper Works Ltd	IR	A	27 500	Paper and board	Gateshead
Monitor Coatings Ltd	IR	A	22 212	Metal finishing	Wallsend
NEI Projects Ltd	SIGS	A	180 000	Professional services	Gateshead
Newalls Insulations Co	IR	A	276 360	Glass	Washington
Normid Packing Ltd	SIGS	A	147 000	Miscellaneous transport and storage	Hartlepool
P. Petersen A/S	IR/RG	A	36 500	Metal-working machine tools	Gateshead
Pirelli Ltd	IR	A	156 000	Rubber products	Carlisle
Pointing Ltd	IR	A	72 200	Food	Prudhoe
PSM Fasteners Ltd	IR	A	75 655	Consumable fasteners	Millom
Quaker Oats Ltd	IR	A	1 250 000	Toys, games, sports equipment	Peterlee
Robson Sheet Metal	IR	A	8 700	Machinery	Sunderland
Span Plastics Ltd	IR	A	68 250	Synthetic resins	Hebburn
Swiss Aluminium Mining (UK)	IR	A	192 150	Mining and quarrying	Bishop Auckland
Edward Thompson (Printers)	IR	A	28 560	Printing, publishing, binding	Sunderland
Tombola House Ltd	IR	A	5 540	Printing, publishing, binding	Sunderland
Welwyn Electric Ltd	IR	A	53 162	Radio and electronic components	Bedlington
Westair Dynamics Ltd	IR	A	35 000	Machinery	Shildon
West Cumberland Farmers	IR	A	36 750	Agricultural supplies dealers	Hexham
Willsher and Quick	IR	A	37 720	Metal enclosures	Northumber-land
Victor Wolf Ltd	IR	A	202 500	General chemicals	Blyth
Total			5 330 234		
North west					
Abram Alloys Ltd	IR	A	5 810	Base metal products	Wigan
ARCC Insulation Co Ltd	IR	A	2 890	Glass	Wigan
Asco General Supplies Ltd	SIGS	A	80 000	Wholesale distribution	Blackburn
Aughton Automation Ltd	IR	A	4 488	Scientific and industrial instruments and systems	Kirby
Banbury Tea Warehouses	SIGS	A	60 000	Food and drink distribution	Crewe
Barbour Threads Ltd	IR	A	10 325	Wholesale distribution	Liverpool
John Barnes and Sons Ltd	IR	B	23 275	Hosiery and knitted goods	Rawtenstall
Barrow Engineering Co Ltd	IR	B	29 600	Mechanical engineering	Barrow in Furness
Beekay Bauknecht Ltd	SIGS	A	200 000	Wholesale distribution	Skelmersdale
Frank Berry	IR	A	6 125	Mechanical engineering	Swinton
Brencliffe Sales Ltd	IR	A	6 750	Hosiery and knitted goods	Burnley
BICC General Cables	IR	B	187 000	Insulated wires and cables	Runcorn
BICC Telecommunications	IR	B	229 400	Insulated wires and cables	Prescot
Book Centre Ltd	SIGS	A	30 492	Wholesale distribution	Southport
Briggs and Townsend	IR/RG	A	120 025	Synthetic resins	Newmills
Camille Simon Ltd	IR	A	39 375	Soap and detergents	Ulverston
Carrington Fabrics Ltd	IR	B	722 000	Weaving of cotton, linen, etc	Wigan
Carter Bros Ltd	IR	A	30 000	Machinery	Rochdale
Cavenham Confectionery	IR	A	119 700	Cocoa, chocolate confectionery	Southport
Cleggs of Prescot Ltd	IR	A	17 100	Laundries	Prescot
Commodity Producers and Packers	IR	A	18 375	Sugar	Stretford
Alan Cooper Ltd	IR	A	96 350	Furniture and upholstery	Burnley
County Packaging Ltd	IR	A	28 750	Paper and board	Skelmersdale
J. S. Duxbury and Sons Ltd	IR	A	4 830	Paper and board packaging	Blackburn
Thomas Eastham and Son Ltd	IR	A	91 200	Furniture	Thornton
Edbro International Ltd	SIGS	A	170 000	Pumps, valves, compressors	Manchester
English Transcontinental	SIGS	A	18 066	Banking and bill discounting	Wilmslow
Ex-Import Transport Ltd	SIGS	A	54 600	Road haulage	Warrington
Henry Fairclough Ltd	IR	A	12 775	Timber	Warrington
Flair Plastics Ltd	IR	A	22 990	Plastic products	Warrington
Robert Hamilton Ltd	IR	A	22 500	Weaving of cotton, linen, etc	Stockport
Harishok Ltd	IR	A	5 000	Miscellaneous manufacturing	Hyde
Heywood Williams Ltd	IR	A	100 470	Aluminium extruders	Chester
Hobourn-Eaton Co Ltd	IR	A	96 200	Motor vehicle manufacture	Skelmersdale
Ingham Steak Canadiann	IR	A	5 100	Meat products	Accrington
Jaka Foods Group Ltd	SIGS	A	142 300	Food and drink distribution	Wallasy
Kem Manufacturing (UK)	SIGS	A	17 982	Wholesale distribution	Warrington
J. Kershaw and Co Ltd	IR	A	3 187	Leather goods	Stockport
I. and M. Kindler Ltd	IR	A	19 635	Men's tailored outerwear	Denton
LEP Transport Ltd	IR	A	21 600	Wooden containers	Manchester
M6 Papers Ltd	IR	A	1 680	Paper and board	Macclesfield
M. D. Makin (Holdings) Ltd	IR	A	4 730	Synthetic resins	Stockport
Mallatite Plastics Ltd	IR	A	89 700	Synthetic resins	Manchester
Manox Ltd	IR	B	117 000	General chemicals	Manchester
F. Mitchell (Plastics) Ltd	IR	A	4 680	Plastic products	Burnley
Morgans Recovery Services	IR	A	3 120	Industrial materials	Stockport
MT Developments Ltd	IR	A	12 950	Overalls, men's workshirts	Darwen
National Westminster Bank	SIGS	A	82 475	Banking, bill discounting	Manchester
L. Noel and Sons Ltd	Ir	A	2 520	Fruit and vegetable products	Accrington
PHS Nelson Ltd	SIGS	A	50 000	Advertising and market research	Nelson
J. W. Pickering and Sons Ltd	IR	B	29 600	Shipbuilding and marine engineering	Bootle
Plantask Project Services	SIGS	A	115 500	Professional and scientific services	Merseyside
Plessey Telecommunications	IR	A	697 500	Telegraph and telephone apparatus	Liverpool
Rishton Paper Mills Ltd	IR	B	52 088	Paper and board	Great Harwood
D. Roberts Son and Co Ltd	IR	B	5 000	Timber	Liverpool
H. H. Robertson (UK) Ltd	IR	B	351 500	Iron and steel	Ellesmere Port
Star Paper Ltd	IR	A	264 600	Paper and board	Blackburn
Steeley Chemicals Ltd	IR/RG	A	193 972	General chemicals	Widnes
Storey Brothers and Co Ltd	IR	A	29 700	Printing, publishing, binding	Morecambe
Douglas Storrie Ltd	IR	A	1 682	Printing, publishing, binding	Stannes
Stylewear Manufacturing Co	IR	A	25 300	Men's tailored outerwear	Birkenhead
Syltone Ltd	IR	A	12 000	Motor vehicle manufacture	Bolton
The Carborundum Co Ltd	SIGS	A	60 000	Business services	Warrington
The Perseverance Mill Co	IR	B	122 070	Weaving of cotton, linen, etc	Padiham
The Wellcome Foundation	SIGS	A	70 380	Pharmaceutical chemicals	Crewe
Torvac Processing Ltd	IR	A	27 720	Metal-working machine tools	Skelmersdale
Unichema Chemicals Ltd	IR	A	25 900	General chemicals	Ellesmere Port
R. White and Sons Ltd	IR	A	29 025	Iron and steel	Widnes
Williams Furniture	SIGS	A	69 484	Transport and storage	Rochdale
Winnetts Ltd	IR	A	7 988	Chemicals	Withington
F. W. Woolworths and Co Ltd	SIGS	A	214 000	Transport and storage	Warrington
Total			5 650 179		
Yorkshire and Humberside					
AARO Caravan Co Ltd	IR	A	71 212	Motor vehicle manufacture	Hull
Affiliated Factors Ltd	SIGS	A	71 233	Retail distribution	Balby
George Anderton and Son Ltd	IR	A	98 420	Pumps, valves, compressors	Spenn Valley
Armstrong Patents Co Ltd	IR	A	321 563	Motor vehicle manufacture	Hull
Barber and Duffy Eng.	IR	A	35 224	Engineers small tools and guages	Batley
Beatson Drake Ltd	IR	A	42 693	Silver and stainless steel cutlery	Sheffield
H. Bingham and Sons Ltd	IR	A	13 167	Industrial plant and steelwork	Doncaster
Birds-Eye Foods Ltd	RG	A	65 184	Meat and fish products	Grimsby
Dalescraft Furniture Ltd	IR	A	7 744	Furniture and upholstery	Leeds
Darnall Shotblasting Ltd	IR	A	20 160	Metal industries	Leeds
Joseph Dawson Ltd	IR	B	32 844	Woollen and worsted	Bradford
Fan Systems Group Ltd	IR	B	5 498	General machinery	Halifax
Fisher-Karpark Ltd	IR	A	16 920	Electrical goods	Sowerby Bridge
Fisher-Karpark Ltd	IR	A	25 200	Scientific and industrial instruments and systems	Sowerby Bridge
Fletcher Sutcliffe Wild Ltd	IR	A	38 080	General machinery	Dewsbury
Fox and Driver	IR	A	2 966	Furniture and upholstery	Dewsbury
Graham-Gatrix Ltd	SIGS	A	33 100	Business services	Huddersfield
Hailwood and Ackroyd	IR	A	2 955	Aluminium and aluminium alloys	Morley

Area and company	Type of assistance committed (see notes at foot of table)		Amount of assistance committed (£)	Standard industrial classification (minimum list heading): the activity involved is production unless otherwise stated	Location of premises
Hall Fabrications and Erection	IR	A	10 243	Structural steel fabrication	Sheffield
Hansen Transmissions	IR/RG	A	132 368	Mechanical engineering	Leeds
Hepworth and Whittles Ltd	IR	A	11 534	Bread and flour confectionery	Dewsbury
Hollow Bar Eng. Co Ltd	IR	A	1 936	Steel tubes	Sheffield
Hyde Industrial Holdings	IR	A	11 715	Fabrication	Wetherby
James Maurice Vincent Mosley	IR	A	3 798	Plastic products	Huddersfield
Jiffy Garden Products	SIGS	A	16 500	Retail distribution	Moreley
Johnson and Firth Brown	IR	B	1 450 000	Iron and Steel	Sheffield
Ben Johnson and Co Ltd	IR	A	66 150	Printing, publishing, bookbinding	York
Ron Jordan (De-rusting)	SIGS	A	14 843	Industrial materials	Wombwell
Lancashire Fittings Ltd	IR	A	5 126	Stainless steel fittings	Harrogate
Marshall Bros (Bury) Ltd	IR	A	1 450	Leather goods	Filey
Ruscon Steels Ltd	IR	A	11 970	Steel processing	Sheffield
Shalesmoor Steel Co Ltd	IR	A	7 718	Mechanical engineering	Sheffield
Smyth-Morris (Chemicals)	IR	A	13 944	General chemicals	Dewsbury
Springfield Haulage Co	SIGS	A	87 500	Road haulage	Hull
Syltone Ltd	IR	A	98 420	Pumps, valves and compressors	Bradford
The Humber Pickle Co Ltd	IR	B	44 075	Fruit and vegetable products	Hull
Van Leer (UK) Ltd	IR	A	29 516	Plastic products	Hull
Total			2 922 969		
South west					
Bolehill Quarries Ltd	LN	A	40 000	Stone and slate quarrying	Camelford
Bradbury Wilkinson Ltd	IR	A	414 000	Printing, publishing, binding	Plymouth
Fine Tubes Ltd	IR	A	98 000	Steel tubes	Plymouth
Goren Manufacturing Ltd	IR	A	46 400	Furniture and upholstery	Newquay
Karen Bakers Ltd	IR	A	4 480	Bread and flour confectionery	Looe
Shand Electronics Ltd	RG	A	270	Scientific and industrial instruments and systems	Plympton
St George Printing Works	IR	A	5 262	Manufactured stationery	Camborne
Total			608 412		
East Midlands					
BOC Ltd	SIGS	A	53 745	Research and development	Staveley
Bolehill Quarries Ltd	IR	A	5 400	Abrasives and building materials	Chesterfield
Chancourt Ltd	RG	A	7 800	Hosiery and knitted goods	Alfreton
Chesebrough-Ponds Ltd	IR	A	29 400	Toilet preparations	Alfreton
Chesterfield Packaging Co	IR	A	6 500	Paper and board packaging	Chesterfield
Jay Feld and Co Ltd	IR	A	37 525	Leather goods	Sutton in Ashfield
Gainsborough Fabrics Ltd	IR	A	168 000	Hosiery and knitted goods	Alfreton
Reeswood Lighting Fittings	IR	A	2 990	Electrical goods	Sutton in Ashfield
Rose Forgrove Ltd	IR	A	15 000	Machinery	Skegness
Sonneborn and Rieck Ltd	RG	A	1 520	Paint	Chesterfield
Robert Wallace Ltd	IR	A	23 400	Dresses, lingerie, etc	Alfreton
Total			351 280		
West Midlands					
MTM Engineering Ltd	IR	A	14 040	Mechanical engineering	Oswestry
Total			14 040		
Total amount of assistance commited			20 010 019		
Total amount paid in regional selective assistance during period			33 411 000		

Notes

LN	Loan	A	Employment created
IR	Interest relief grant	B	Employment safeguard
RG	Removal grant		
SIGS	Service industry grants		

Fuel use reflects severe winter

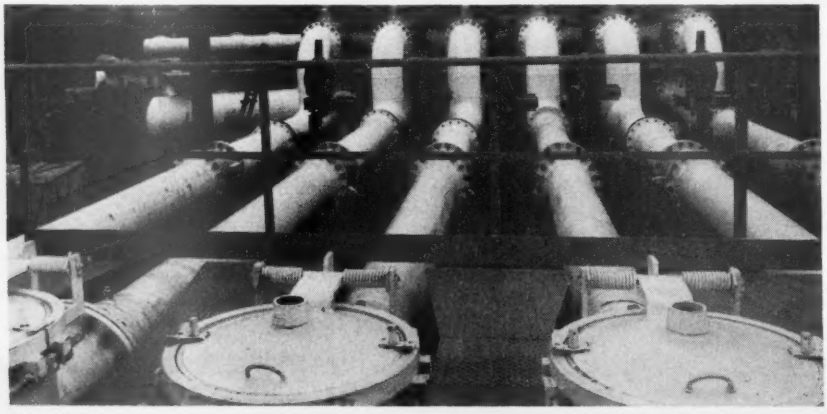
Energy used in Britain in the first three months of this year was 9.2 per cent higher than a year ago. Consumption was influenced strongly by the severe weather conditions during the period. The low temperatures, which were 2½°C below the long-term average, account for about 4 per cent of the increase, according to the Department of Energy's *Energy Trends*.

Coal and petroleum

Coal and petroleum consumption increased by 7.3 and 6.8 per cent respectively while natural gas used was higher by nearly 19 per cent.

Electricity

Other statistics in this month's issue show that: total electricity supplied during the first quarter of 1979 was 9.7 per cent higher than in the corresponding quarter of last year; stocks of petroleum held by oil companies in April amounted to 17.1 million tonnes, equivalent to an estimated 78 days supply. This compares with 18.5 million tonnes held by oil companies in April last year, equivalent to 85 days supply; total gas sent out in the three month period February to April was 11.3 per cent higher than in the comparable period a year ago.



Insurance Companies Act 1974: authorisations and revocations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under Section 3(1) of the Insurance Companies Act 1974 during the period 1 May to 31 May 1979:

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of authorisation	Class or classes of insurance business for which authorisation was issued
Skandia Life Assurance Company Ltd, Blackfriars House, 19 New Bridge Street, London EC3V 6BY	—	14.5.79	OLT

Classes of business

OLT	Ordinary long-term insurance business
IND	Industrial assurance business
1	Accident insurance business
2	Sickness insurance business
3	Land vehicles insurance business
4	Railway rolling stock insurance business
5	Aircraft insurance business
6	Ships insurance business
7	Goods in transit insurance business
8	Fire and natural forces insurance business
9	Damage to property insurance business
10	Motor vehicle liability insurance business
11	Aircraft liability insurance business
12	Liability for ships insurance business
13	General liability insurance business
14	Credit insurance business
15	Suretyship insurance business
16	Miscellaneous financial loss insurance business
17	Legal expenses insurance business

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PQ 422.1 Household textiles and handkerchiefs for fourth quarter 1978
PQ 422.2 Canvas goods and sacks and other made-up textiles for fourth quarter 1978
PQ 432 Leather goods for fourth quarter 1978
PQ 461.1 Refractory goods for fourth quarter 1978
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Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Eleventh Floor, Millbank Tower, Millbank, London SW1P 4QU, and *not* to HMSO.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 8 June 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Dominique	BR/E 40065/9/6/84	100	7 June	Barber Dann Films Ltd	Sword and Sorcery Productions Ltd
COMMUNITY					
Nosferatu	EC 40069/9/6/84	107	8 June	Twentieth century-Fox Film Co Ltd	Werner Herzog Filmproduktion, Munich and Gaumont SA, Neuilly
FOREIGN					
The Brinks Job	F 40057	103	6 June	Columbia-EMI-Warner Distributors Ltd	Brinks Productions Ltd, California
Oliver's Story	F 40058	91	6 June	Cinema International Corporation (UK)	David V. Picker, California
The Muppet Movie	F 40059	97	6 June	ITC Film Distributors Ltd	ITC Films Inc, California
Killer Fish	F 40060	100	6 June	ITC Film Distributors Ltd	Filmar Do Brazil-Victoria Pictures-ITC Films Inc, California
Cracking Up!	F 40061	50	6 June	ITC Film Distributors Ltd	American International, California
Quintet	F 40062	118	7 June	Twentieth Century-Fox Film Co Ltd	Twentieth Century-Fox Film Corporation, California
Days Of Heaven	F 40063	94	7 June	Cinema International Corporation (UK)	Bert and Harold Schneider, California
Take-off	F 40064	87	7 June	Oppidan Entertainments Ltd	Mature Pictures Corporation, New York
Seven	F 40066	100	7 June	Barber Dann Films Ltd	Simon Film Productions Inc, California
Love And Kisses	F 40067	71	8 June	Poseidon Films Ltd	Cineworld Corporation, Miami
The Sexpert	F 40068	99	8 June	Poseidon Films Ltd	Cineworld Corporation, Miami

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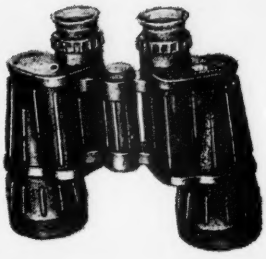

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